

Cash Box

AUGUST 26, 1961



Cute little Teresa Brewer, long a favorite record name, gives a spirited send-off to the new Rock-Ola "Princess" phonograph, a compact 100-selection juke box which was introduced to operators across the nation last week. Miss Brewer is currently riding with her latest single "Little Miss Belong To No One" and will have a new LP issued in October. The Coral songstress goes into the Sahara in Las Vegas, September 5th for three weeks.

on the charts

**I JUST DON'T
UNDERSTAND**
ANN-MARGRET
7894

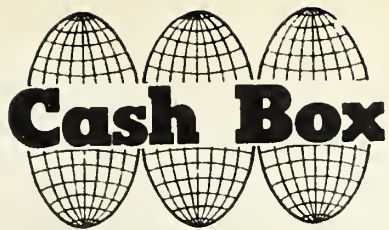
SEA OF HEARTBREAK
DON GIBSON
7890

WHAT WOULD YOU DO?
JIM REEVES
7905

SWEET LITTLE YOU
NEIL SEDAKA
7922

RCA VICTOR 
THE MOST TRUSTED NAME IN SOUND





FOUNDED BY BILL GERSH

Cash Box

Vol. XXII—Number 50

August 26, 1961

Cash Box

(Publication Office)

1721 Broadway

New York 19, N. Y.

(Phone: JUdson 6-2640)

CABLE ADDRESS: CASHBOX, N. Y.

JOE ORLECK, President and Publisher
NORMAN ORLECK, VP and Managing Director
GEORGE ALBERT, VP and Treasurer

EDITORIAL—Music

MARTY OSTROW, Editor-in-Chief
IRA HOWARD, Editor
IRV LIGHTMAN, Associate Editor
ALLEN BERZOWSKY, Editorial Assistant
TED WILLIAMS, Statistical Editor
MIKE MARTUCCI, Statistical Assistant
POPSIE, Staff Photographer

ADVERTISING

BOB AUSTIN, National Director, Music
JERRY SHIFRIN, N.Y.C. office, Music
LEE BROOKS, Manager Chicago
JACK DEVANEY, Manager Los Angeles
MARTY TOOHEY, National—Coin Machine
NEVILLE MARTEN, London, Eng.
PAUL ACKET, The Hague, Holland
MAL SONDOCK, Munich, Germany
RON TUDOR, Heathmont, Victoria, Aust.
VITTORIO de MICHELI, Milano, Italy
SVEN G. WINQUIST, Stockholm, Sweden
ROGER SELLAM, Paris, France
ENRIQUE ORTIZ, Mexico 7, D.F.
DENIS PANTIS, Quebec, Canada
MIGUEL SMIRNOFF,
Buenos Aires, Argentina
RICARDO & RENATO MACEDO,
Sao Paulo, Brazil
HIKARU SUGIURA, Tokyo, Japan
BRUNO DUTKOWSKI, Art Director

MANAGERS

MARTY TOOHEY, Coin Machine Dept.
T. TORTOSA, Circulation
NEVILLE MARTEN, European Director

CHICAGO

LEE BROOKS

29 E. Madison St., Chicago 2, Ill.

(All Phones: Financial 6-7272)

HOLLYWOOD

JACK DEVANEY

Erv Malec

6272 Sunset Blvd., Hollywood 28, Cal.

(Phone: HOLlywood 5-2129)

ENGLAND

NEVILLE MARTEN

Dorris Land

9a New Bond St.

London, W1, Eng.

Tel: Hyde Park 2868

BENELUX: PAUL ACKET, Theresiastraat 81a,
The Hague, Holland, Tel. 070-722546

GERMANY: MAL SONDOCK, Amalienstrasse
23, Munich, Germany, Tel: 220197

ITALY: VITTORIO de MICHELI, Via Dell'Orso
4, Milan, Italy, Tel. 86 43 56

SCANDINAVIA: SVEN G. WINQUIST, Kagg-
holmsvagen 48, Stockholm-Enskede, Sweden,
Tel: 59-46-85

FRANCE: ROGER SELLAM, 24 Rue de Lenin-
grad, Paris, France, Tel: Europe 5308

AUSTRALIA: RON TUDOR, 8 Francis St.,
Heathmont, Victoria, Tel: 87-5677

MEXICO: ENRIQUE ORTIZ, Monterrey 31, Col.
Roma, Mexico 7, D.F. Tel: 12-10-00 10-10-01

CANADA: DENIS PANTIS, 995 Decarie Blvd.,
Ville St. Laurent, Quebec, Canada

ARGENTINA: MIGUEL SMIRNOFF, Rafaela
3978, Buenos Aires, Argentina, Tel: 69-1538

BRAZIL: RICARDO & RENATO MACEDO, Rua
Joao Ramalho 1324, Sao Paulo, Brazil, Tel:
62-6188

TOKYO: HIKARU SUGIURA 2, Takada-Oimatsu
Bunkyo-Ku, Tokyo, Japan

SUBSCRIPTION RATES \$15 per year any-
where in the U. S. A. Published weekly. Second-
class postage paid at Bristol, Conn.

Copyright © 1961 by The Cash Box Publishing
Co., Inc. All rights reserved. Copyright under
Universal Copyright Convention

SWINGING SINGLES

A few weeks ago we discussed the healthy album outlook for the coming fall season. Since then additional album programs have been introduced by key record companies offering more encouraging signs for strong fall sales.

But in the past two weeks the singles field has come to life and never has the fall picture been so encouraging. The entire industry is always looking for the winning novelty. Currently we are blessed with two such items which are burning up the charts in Barry Mann's "Who Put The Bomp" and Lonnie Donegan's "Does Your Chewing Gum Lose Its Flavor On The Bedpost Overnight." When the vacationing youngsters make their mass exodus back into the home towns and cities from camps, etc., these novelties should be sitting right up at the top of the charts and will be the attraction which should draw the kids into the stores.

However there are many other powerful records which in the past week or so have developed into huge hits. These are the impact records that skyrocket in a short span of time and give distributors, racks and dealers an opportunity to sink their teeth into them and buy in quantity. These include "Take Good Care Of My Baby" by Bobby Vee, Elvis Presley's "Little Sister" and

"His Latest Flame," Roy Orbison's two sider "Crying" and "Candy Man," Dick & Deedee's "The Mountain's High," Johnny Tillotson's "Without You," the new Neil Sedaka single "Sweet Little You" and Paul Anka's latest coupling "Kissin' On The Phone" and "Cinderella." Add to this the climbing top tenners such as "Michael," "School Is Out," "Wooden Heart," "Hurt," and "Don't Bet Money, Honey" all of which should still be solid sellers when the teenagers get back to school and their familiar routine of work and play, and you have a powerful array of hot merchandise.

There are of course, many other solid, strong looking singles which may also be big after Labor Day as well as many important new releases by big name artists such as Brook Benton, Bobby Darin, the Fleetwoods and a host of others—all of which will probably make their move on the charts in the next few weeks.

With delightful reports from a number of manufacturers and distributors that sales are beginning to pick up and with the encouraging array of hot and potentially strong material enumerated above, as well as the strong new LP product discussed earlier, we can expect to witness an exciting record season during the coming months.



Cash Box TOP 100

BEST SELLING TUNES ON RECORDS COMPILED BY CASH BOX FROM LEADING RETAIL OUTLETS—AUGUST 26, 1961

	Position 8/19	8/12		Position 8/19	8/12		Position 8/19	8/12
1—MICHAEL ★HIGHWAYMEN-United Artists-258 COLLEGE THREE-Myers-114	1	10	33—MY TRUE STORY ★JIVE FIVE-Beltone-1006	44	68	69—BACK BEAT NO. 1 ★RONDELS-Amy-825	76	78
2—SCHOOL IS OUT ★U.S. BONDS-Legrand-1009	9	12	34—A LITTLE BIT OF SOAP ★JARMELS-Laurie-3098	50	58	70—MY KIND OF GIRL ★MATT MONRO-Warwick-636	52	38
3—TOSSIN' & TURNIN' ★BOBBY LEWIS-Beltone-1002	2	1	35—I'M A TELLING YOU ★JERRY BUTLER-Veejay-390	41	43	71—YEARS FROM NOW ★JACKIE WILSON-Brunswick-S5219	75	—
4—LAST NIGHT ★MAR-KEYS-Satellite-107 PLAYBACKS-Round	3	5	36—TRANSISTOR SISTER ★FREDDY CANNON-Swan-4078	47	53	72—RAINDROPS ★DEE CLARK-Veejay-383	29	20
5—WOODEN HEART ★JOE DOWELL-Smash-1708 GUS BACKUS-Fono-Graf-1234 DAVE KENNEDY-Cuca-1036	8	9	37—I'LL NEVER SMILE AGAIN ★PLATTERS-Mercury-71847 WANDERERS-Cub-9094	48	51	73—SWEET LITTLE YOU ★NEIL SEDAKA-RCA-7922	—	—
6—PRETTY LITTLE ANGEL EYES ★CURTIS LEE-Dunes-2007	6	7	38—SOLITAIRE (SINCE YOU'RE GONE) ★EMBERS-Empress-101	46	59	74—KISSIN' ON THE PHONE ★PAUL ANKA-ABC-10239	—	—
7—HURT ★TIMI YURO-Liberty-S5343	12	23	39—BLESS YOU ★TONY ORLANDO-Epic-9452	55	70	75—THE ASTRONAUT ★JOSE JIMINEZ-Kapp-409	87	99
8—LET'S TWIST AGAIN ★CHUBBY CHECKER-Parkway-824	5	3	40—CUPID ★SAM COOKE-RCA-7883	23	18	76—THE WIZARD OF LOVE ★LY-DELLS-Master-251	80	94
9—I LIKE IT LIKE THAT ★CHRIS KENNER-Instant-3229	4	2	41—IT'S GONNA WORK OUT FINE ★IKE & TINA TURNER-Sue-749	49	54	77—PEANUTS ★RICK & THE KEENS-Smash-1705	84	77
10—DON'T BET MONEY HONEY ★LINDA SCOTT-Canadian-American-127	13	14	42—WITHOUT YOU ★JOHNNY TILLOTSON-Cadence-1404	64	—	78—YOU DON'T KNOW WHAT IT MEANS ★JACKIE WILSON-Brunswick-S5219	—	—
11—TOGETHER ★CONNIE FRANCIS-MGM-13019	7	8	43—RIGHT OR WRONG ★WANDA JACKSON-Capitol-4553 DEBBY REYNOLDS-Dot-16225	19	50	79—JOHNNY WILLOW ★FRED DARIAN-Jaf-2023	81	84
12—DUM DUM ★BRENDA LEE-Decca-31272	10	4	44—THE BOLL WEEVIL SONG ★BROOK BENTON-Mercury-71820	21	13	80—HIS LATEST FLAME ★ELVIS PRESLEY-RCA-7908	—	—
13—I'M GONNA KNOCK ON YOUR DOOR ★EDDIE HODGES-Cadence-1397	16	21	45—A TEAR ★GENE McDANIELS-Liberty-S5344	27	24	81—JEREMIAH PEABODY'S POLY UNSATURATED QUICK DISSOLVING FAST ACTING PLEASANT TASTING GREEN AND PURPLE PILLS ★RAY STEVENS-Mercury-71843	99	—
14—YOU DON'T KNOW WHAT YOU'VE GOT ★RAL DONNER-Gone-S108	19	29	46—RUNAROUND ★REGENTS-Gee-1071	32	34	82—PLEASE STAY ★DRIFTERS-Atlantic-2105	31	27
15—NEVER ON SUNDAY ★CHORDETTES-Cadence-1402 DON COSTA-United Artists-234 MELINA MERCOURI-United Artists-304 ABBE LANE-Mercury-71835 NIKI DAVIS-Vesuvius-1027 MAKADOPOLIS-Palette-5060	14	15	47—NAG ★HALOS-7 Arts-709	58	63	83—I DON'T WANT TO TAKE A CHANCE ★MARY WELLS-Motown-742	90	91
16—I FALL TO PIECES ★PATSY CLINE-Decca-31205 DODIE STEVENS-Dot-16200	17	19	48—WATER BOY ★DON SHIRLEY-Cadence-1392 TEDDY ROSS-Dolton-46	53	61	84—YOU CAN'T SIT DOWN (Part 2) ★PHIL UPCHURCH COMBO-Boyd-3398 BILL DOGGETT-Warner Bros.-S223	30	32
17—LET THE FOUR WINDS BLOW ★FATS DOMINO-Imperial-5764	18	26	49—DON'T CRY NO MORE ★BOBBY BLAND-Duke-340	62	76	85—MAGIC MOON ★RAYS-XYZ-607	86	86
18—HATS OFF TO LARRY ★DEL SHANNON-Bigtop-3075	11	6	50—STARLIGHT, STARBRIGHT ★LINDA SCOTT-Canadian-American-127	54	47	86—CINDERELLA ★PAUL ANKA-ABC-10239	—	—
19—AMOR ★BEN E. KING-Atco-6203	25	46	51—I'LL BE THERE ★DAMITA JO-Mercury-71840	36	30	87—I NEVER KNEW ★CLYDE McPHATTER-Mercury-71841	82	85
20—SEA OF HEARTBREAK ★DON GIBSON-RCA-7890	24	31	52—I WAKE UP CRYING ★CHUCK JACKSON-Wand-110	59	74	88—MORE MONEY FOR YOU AND ME MEDLEY ★FOUR PREPS-Capitol-4599	93	—
21—TAKE GOOD CARE OF MY BABY ★BOBBY VEE-Liberty-S5354	51	92	53—LET ME BELONG TO YOU ★BRIAN HYLAND-ABC-10236	69	83	89—TEARDROPS IN MY HEART ★JOE BARRY-Smash-1710	89	95
22—QUARTER TO THREE ★U.S. BONDS-Legrand-1008	15	11	54—SACRED ★CASTELLS-Era-3048	26	22	90—THEME FROM SILVER CITY ★VENTURES-Dolton-44	94	—
23—WHO PUT THE BOMP ★BARRY MANN-ABC-10237	33	73	55—WHEN WE GET MARRIED ★DREAMLOVERS-Heritage-102	73	96	91—SAN ANTONIO ROSE ★FLOYD CRAMER-RCA-7893	40	35
24—DOES YOUR CHEWING GUM LOSE ITS FLAVOR ★LONNIE DONEGAN-Dot-15911	35	88	56—EVERY BREATH I TAKE ★GENE PITNEY-Musicor-1011	66	82	92—YOU'RE THE REASON ★BOBBY EDWARDS-Crest-1075 ★JOE SOUTH-Fairlane-21006 ★HANK LOCKLIN-RCA-7921	95	—
25—A THING OF THE PAST ★SHIRELLES-Scepter-1220	22	25	57—PRINCESS ★FRANK GARI-Crusade-1002	61	67	93—HUMAN ★TOMMY HUNT-Scepter-1219	—	—
26—THE MOUNTAINS HIGH ★DICK & DEEDEE-Liberty-S5350	45	72	58—ONE SUMMER NIGHT ★DIAMONDS-Mercury-71331	43	44	94—THE WAY YOU LOOK TONIGHT ★LETTERMEN-Capitol-4586 JARMELS-Laurie-3098	100	—
27—AS IF I DIDN'T KNOW ★ADAM WADE-Coed-S53	37	48	59—LITTLE SISTER ★ELVIS PRESLEY-RCA-7908	—	—	95—QUITE A PARTY ★FIREBALLS-Warwick-644	65	57
28—I JUST DON'T UNDERSTAND ★ANN MARGRET-RCA-7894	42	62	60—MEXICO ★BOB MOORE-Monument-446	77	—	96—THE SONG OF THE NAIROBI TRIO ★FORTUNE TELLERS-Music Makers-105	97	100
29—MISSING YOU ★RAY PETERSON-Dunes-2006	39	40	61—LONELY STREET ★CLARENCE HENRY-Argo-S395	67	75	97—BLACK LAND FARMER ★WINK MARTINDALE-Dot-16243 ★FRANKIE MILLER-Starday-424	85	97
30—HILLBILLY HEAVEN ★TEX RITTER-Capitol-4567	38	41	62—CANDY MAN ★ROY ORBISON-Monument-447	72	—	98—ST. LOUIS BLUES ★COUSINS-Parkway-823	100	—
31—YELLOW BIRD ★ARTHUR LYMAN-Hifi-15024 ★LAWRENCE WELK-Dot-16222 TILTON SISTERS-Bertram Int'l-220 ROGER WILLIAMS-Kapp-408 GARY CROSBY-MGM-13017 MILLS BROS.-Dot-16234 BARDS-Cuca-1038	20	16	63—THE FISH ★BOBBY RYDELL-Cameo-192	28	17	99—JUKE BOX SATURDAY NIGHT ★NINO & THE EBB TIDES-Madison-166	—	—
32—CRYING ★ROY ORBISON-Monument-447	68	—	64—BIG COLD WIND ★PAT BOONE-Dot-16244	74	—	100—THE GUNS OF NAVARONE ★JOE REISMAN-Landa-674 ★MITCH MILLER-Columbia-42016 HOLLYRIDGE STRINGS-Capitol-4600	96	89
			65—NOW AND FOREVER ★BERT KAEMPFFERT-Decca-31279	70	80	100—GIRLS, GIRLS, GIRLS ★COASTERS-Otco-6204	98	100
			66—LOVER'S ISLAND ★BLUE JAYS-Milestone-2008	83	87	100—DON'T CRY BABY ★ETTA JAMES-Argo-S393	—	—
			67—WHAT A SWEET THING THAT WAS ★SHIRELLES-Scepter-1220	34	33			
			68—SUMMER SOUVENIRS ★KARL HAMMEL JR.-Artiss-1007	79	81			

"JEANNIE"

Another "SMASH" hit by the
new teen-age heartthrob

DANNY JORDAN

SMASH S-1711

 **SMASH**

RECORDS



THREE NEW RECORDS

ROCKIN' ORGAN HIT

"Isle Of Capri Boogie"/ JACKIE LEE

SURE 71849

NOW AVAILABLE FROM YOUR MERCURY DISTRIBUTOR

"The Happy Organ"/ DAVE "Baby" CORTEZ

CLOCK 71851

BLUES HIT GOING POP

"You Ain't Gonna Find"/ CORNELL BLAKELY

RICH 71853

THREE CHART ITEMS

HEADED FOR NUMBER ONE

"Wooden Heart"/ JOE DOWELL

SMASH S-1708

NOW HITTING BIG IN CLEVELAND AND DETROIT

"Peanuts"/ RICK AND THE KEENS

SMASH S-1705

SECOND IN A ROW FOR JOE

"Teardrops In My Heart"/ JOE BARRY

SMASH S-1710



From the House of Hits

SPECIAL PRODUCTS DIVISION OF MERCURY RECORD CORPORATION, CHICAGO, U.S.A.



Capitol's fantastic new deal to...



Designed for Dealers—Last month, CRDC came up with its first ace—a basic stock plan designed to protect dealer inventories and keep merchandise moving.

Now, to complete the hand, three more aces in a fall restocking program aimed at greater sales and greater profits for you.



12% discount (in lieu of 2% cash)—

Discount applies to both new and catalog Capitol releases, popular and classical, including LP's, EP's and Compact Doubles. See your CRDC representative for all the great albums covered by this program. Deferred billing, too!



3% Advertising allowance—Advertising builds sales and now you can influence potential record buyers in your area through your local newspapers and radio. CRDC representatives will help you plan a complete advertising campaign to promote the Capitol product.

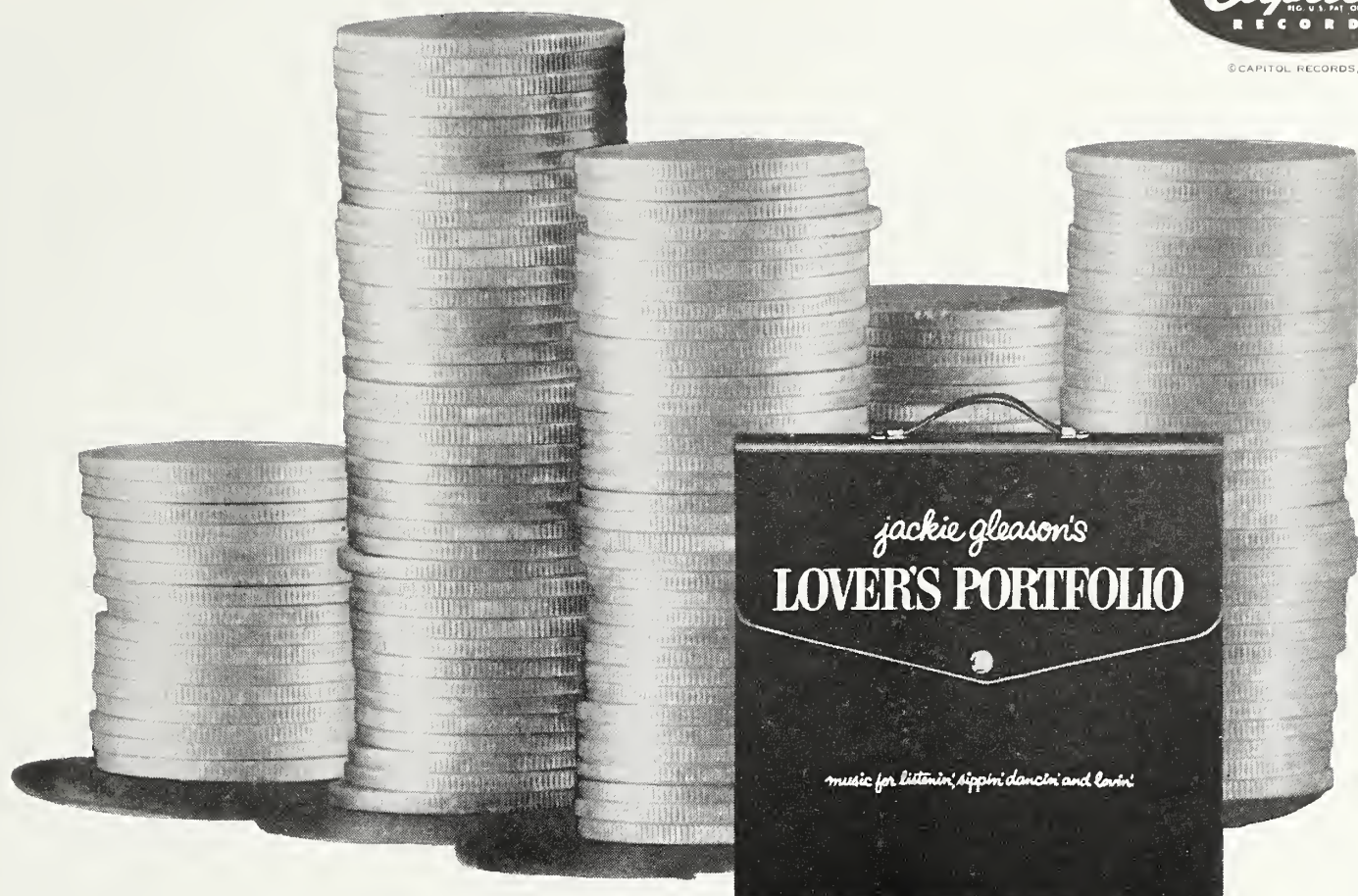


Personal selling incentive—Capitol is

keeping its extra ace in the hole for the time being. But it completes the deal to insure you of even greater sales than ever before. Next time your CRDC salesman drops around, make sure you ask him to show you his hole card.



(For complete details, see your CRDC salesman.)



...Get rich quick

Load up on the sensational new Jackie Gleason package ...“Lover’s Portfolio,” (S)WBO 1619, the answer to a playboy’s prayer. Two discs containing special music for cocktails, dinner, dancing, and...uh...loving. Plus recipes for drinks, a list of wines, love poems, and all kinds of goodies like that. All packaged in a special portfolio. The music? Great Gleason stuff. The greatest. From intimate arrangements to rich, lush versions of standards and originals.

PLAYBOY readers will see it in a full-page ad in the September issue. And a special tie-in with the Schieffelin Liquor Company will expose the package to readers of LOOK, NEWSWEEK, SPORTS ILLUSTRATED, THE NEW YORKER, ESQUIRE, AND HOLIDAY. Here’s your chance to cash in big on this very special album set, and take advantage of the enormous advertising push. Call your CRDC representative and get rich quick!

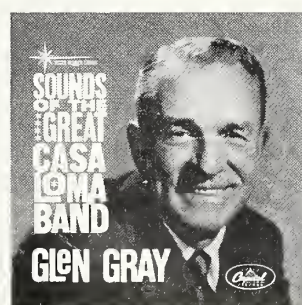
And here’s a way to get even richer! Check these tremendous new August releases from Capitol. Great artists...great albums...great sales!



(S)T 1598



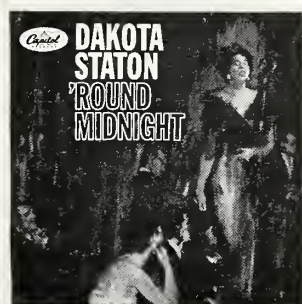
(S)T 1581



(D)T 1588



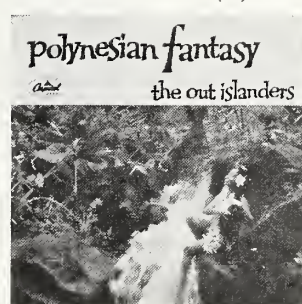
(D)T 1602



(S)T 1597



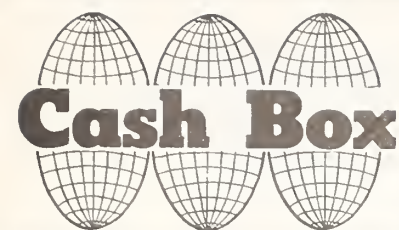
(S)T 1603



(S)T 1595



(S)P 8557



RECORD REVIEWS

B+ very good B good C+ fair C mediocre

only those records best suited for commercial use are reviewed by Cash Box

Pick of the Week

"SWEETS FOR MY SWEET" "LONELINESS OR HAPPINESS"
(2:32) [Brenner, Progressive, (2:31) [Dolfi-Walden—Quartet
Trio BMI—Pomus, Shuman] ASCAP — Bacharach, David]
THE DRIFTERS (Atlantic 2117)

The Drifters, who just added "Please Stay" to their hit collection, should soon be in possession of two more red-hot money-makers in "Sweets For My Sweet" and "Loneliness Or Happiness." Former takes the rock-a-cha-cha route while the latter the slow, steady dramatic beat affair. Fabulous Stan Applebaum instrumental showcases.

"ONE TRACK MIND" (2:05) [Lescay BMI—Rene, Lewis]
"ARE YOU READY" (2:25) [Lescay BMI—Rene, Lewis]
BOBBY LEWIS (Beltone 1012)

Bobby Lewis, who "Tossed And Turned" his way to the very top of the charts, can repeat that success on his second-time-out for Beltone. It's a bright cha cha rocker about a guy whose "One Track Mind" is devoted entirely to his sweetie. Joe Rene's sock ork-choral assist is right up the teeners' alley. Backing displays Bobby's potent beat-ballad style.

"DON'T GET AROUND MUCH ANYMORE" (2:00)
[Robbins ASCAP—Ellington, Russell]

"SEARCHING FOR A NEW LOVE" (2:19) [Steele]
THE BELMONTs (Sabrina 501)

The Belmonts, who revived the short-while back teen click "Tell Me Why" in big hit fashion, dip further back into the evergreen dept. and come up with what looks like another sure-fire chart success. It's "Don't Get Around Much Anymore" that gets the potent new rock-a-cha-cha look. Sensational support from the Hutch Davie Ork. "Searching For A New Love" is a fetching new jumper that can also make the bigtime.

"MY BLUE HEAVEN" (2:15) [Leo Feist ASCAP—Donalson, Whiting]
"ALONG CAME LINDA" (2:33) [Gregmark BMI—Eddy]
DUANE EDDY (Jamie 1200)

Looks like "My Blue Heaven" will be making the chart rounds once again. This time it's Duane Eddy & the Rebels who take it for one of their famous handclapping, shout-filled thumping shuffle rides. Artists do a complete about-face on the ultra-lovely instrumental ballad, "Along Came Linda." Can also come thru big.

"IT'S DRIVIN' ME WILD" (2:24) "SWEET SORROW" (2:12)
[Robert Mellin BMI—Russell, [Aldon BMI—Mann, Weil]
Haft]

CONWAY TWITTY (MGM 13034)

Twitty checks in with a pair of sales heavyweights here. Both the rousing, rock-a-waltz type foot-stomper, "It's Drivin' Me Wild," and the tantalizing rock-a-cha thumper, "Sweet Sorrow," are loaded with chart-making ingredients. Terrific two-sided choral and ork support.

"A VERY TRUE STORY" (2:27) [Tune BMI—Kenner]
"PACKIN' UP" (2:33) [Tune BMI—Kenner]
CHRIS KENNER (Instant 3234)

Kenner's happy pop-r&b chart sensation, "I Like It Like That," can have a hit follow-up in his attention-getting reading of "A Very True Story" about a gal named Kathaleen. It's an engaging, middle-beat blues-styled opus that Kenner and chorus knock out in coin-catching fashion. More winning dual-mart sounds on the slightly slower blue-beat slice, "Packin' Up." Eye 'em both.

"OH MARY" (2:20) [Jobete BMI—Gordy, Jr., Stevenson]
"SHOW ME" (2:51) [Jobete BMI—Gordy, Jr.]
MARV JOHNSON (United Artists 359)

The string-filled rock-a-cha-cha thumper, "Oh Mary" is a good bet to ride high in Top 100 territory in the weeks to come. It's a tailored-for-teen-tastes delighter (with the melody based on the gospel-oldie, "Mary Don't You Weep") that Marv does in the up-coming pic, "Teenage Millionaire." Another similar sock session, from the same movie, in the "Show Me" stand.

CARL & THE COMMANDERS
(Cameo 197)

(B+) "FARMER JOHN" (2:17)
[Venice BMI—Terry, Harris]
A happytime attack that can place big on the charts. Theme is about a guy who tells Farmer John he digs his daughter—and presentation packs a wild rock punch.

(B) "CLEANIN' UP" (2:05) [Jadco BMI—Holmes]
Fine all-instrumental blues swinger that now-and-then uses the catchy tune in the Lestoil commercials.

THE TOP NOTES (Atlantic 2115)

(B+) "ALWAYS LATE (Why Lead Me On)" (2:39) [Progressive BMI—Guyton]
A pretty romancer is handled with a fine tender sound by the team's lead, who is supported by a very attractive chant-included stint by the other songsters and a string ork. Might prove an active coin-catcher.

(B+) "TWIST AND SHOUT" (2:05) [Mellin - Progressive BMI—Berns, Medley]
Lead and other boys belt with know-how, doing their job against a volatile combo attack. Hop emcees take notice.

THE HARPTONES (Cub 9097)

(B+) "DEVIL IN VELVET" (2:15)
[Wemar BMI — Blackwell]
Pro-sounding color in an R&B styled medium-beat vein from the songsters, whose interesting vocal receives an effective snare-drum sound throughout. Kids will dig the approach.

(B) "YOUR LOVE IS A GOOD LOVE" (2:15) [Obie BMI—Blackwell]
It's easy to handclap along with this catchy rock out.

CINDY MALONE (RCA Victor 7924)

(B+) "WEIRD BEARD" (2:10) [Gil BMI—McCoy, Wayne]
Cheerful rock novelty about a chick who digs a "little and lean" fella who grew a beard to make him look "big and strong" and thus more acceptable for membership on a baseball team. Tricky guitar work highlights the bright combo-chorus stint.

(B) "YOUNG MARRIAGE" (2:25) [E. H. Morris ASCAP—Wilder]
Appealing softie from the thrush.

MARIE ANN (Epic 9465)

(B) "DEAR TEDDY" (2:58)
[Hemlock BMI—Flood]
Good easy-go teen affectionate vocal by the thrush, with a soft organ sound topping the cozy setting. Theme concerns a letter written to the boyfriend in which the gal states that their love affair, according to folks, has a too-young tag. Kids will feel for the track.

(C+) "I Know That) YOUR HEART'S NOT MADE OF WOOD" (1:46) [Wemar BMI—Brandan, Miller]
Another answer to "Wooden Heart." The tune is not the same as the original, but the arrangement, including a German section, is. Same tune is used in a version from Colpix's May label.

HAL DAVIS (Federal 12429)

(B) "YOU'RE THE GIRL — THE GIRL FOR ME" (2:05) [Avenue BMI—Davis, Gray, Harris]
Much of the rhythmic Sam Cooke sound in this display by singer Davis and his instrumental backing. Catchy treat for teen-beat crowd.

(B) "MY ONLY FLOWER (Please Come Back To Me)" (2:35)
[Avenue BMI—Davis, Gray, Harris]
Davis pleads effectively in this deliberate-beat affair.

RALNA ENGLISH (Trend '61 101)

(B+) "TOO LATE FOREVER" (2:03) [Talent Town BMI—Bagwell]
An inviting country-styled slow-waltzer (somewhat like "He'll Have To Go") is understandingly handled by the lark, who receives a nice, sympathetic ork-chorus backdrop. Allied Record Distributing has the label.

(B) "TELL ME, FORTUNE TELLER" (2:40) [Talent Town BMI—Bagwell]
A light-beat romantic featuring multi-track magic.

WILLIE MITCHELL

(Home of the Blues 123)

(B) "I LIKE IT" (2:15) [Hara BMI—Mitchell, Merriweather]
Swinging combo take of a raunchy r&b instrumental opus. Good sax stint and organ solo work. Has a hooper's outlook.

(B) "WILLIE'S HOUSE PARTY" (2:05) [Hara BMI — Mitchell, Harvey]
Another bright blues instrumental workout for the Willie Mitchell outfit. Both rate programming.

STUBBY KAYE (Decca 31294)

(B+) "I'M MARRIED TO A STRIP TEASE DANCER" (2:52)
[—Ragland]
American comic cut this in-person stint abroad, and he sings a sprightly novelty tune about a husband who gets private performances of his wife's specialty. Though its likely to run into airplay woes, deck could prove a big juke-box issue.

(B+) "LYDIA, THE TATTOOED LADY" (3:11) [Leo Feist ASCAP—Arlen, Harburg]
In the same surroundings, Kaye does the clever oldie. Can also rate high in juke-boxes.

THE ELDORAYS (Bud 114)

(B+) "EVERYTHING'S GONNA BE ALRIGHT" (2:29) [Jen-eva BMI—King, McDaniels]
Striking chant opening vocal and guitar work give a distinctive start to this busy upbeat R&B-flavored romantic. Sound is a well-done stint in the current teen-market groove. Diskery works-out of Woodside, N.Y.

(B) "NIGHTS OF ECSTASY" (2:04) [Stem BMI—Wallace, Damiano]
Easy-go effort from the front vocalist and softly chanting companions.

JOE LEAHY ORCH. & THE TEEN STARLETS (MGM 13033)

(B) "THE HONEYMOON MACHINE (Love Is Crazy)" (1:50) [Miller ASCAP—Harline, Brooks]
Affable ditty from a pic of the same name is done with sprightly charm by the ork and gal vocalists, just pacted to the label. Likeable novelty date.

(B) "SUNSHINE HILL" (2:07) [Leo Feist ASCAP—Alperson, Winn]
Same set-up makes for good legit light-swing listening.

TONY VALLA & THE ALAMOS (Fortune 858)

(B+) "LA BOMBA" (2:36) [Trianon BMI—Adapt. Valla]
One of the big successes of the late Ritchie Valens returns in an exciting teen market rendition by the singer and instrumentalists. Kids will like this colorful reading of the familiar item.

(B) "JANE, WHY DID YOU DO IT?" (2:28) [Trianon BMI — Valla]
Plaintive about a guy who finds his flame in the arms of his boyfriend.

more money for you and us and them and
you.

THE FOUR PREPS sing
"More Money for You and Me" (No. 4599),
the new hit single from their great smash
album "The Four Preps on Campus." (No.
43 on the Cash Box chart.) They are
backed up by the sweetest music ever
played on a cash register.

the
four
preps



the lettermen

dynamic new vocal trio, have a sure-fire
hit in "The Way You Look Tonight" (No.
4586). The way your sales will look tonight
—or next week—will depend on whether or
not you stock up early on this winning disc.





RECORD REVIEWS

B+ very good B good C+ fair C mediocre

only those records best suited for commercial use are reviewed by Cash Box

Pick of the Week

"THE ROUGH RIDERS" (2:57) [Starstan—Taylor, Stanley]
"WELL I ASK YA" (2:06) [Hollis—Van Dyke]

KAY STARR (Capitol 4620)

Either end here can push the lark back into top ten contention. One half, "The Rough Riders," is a captivating folk-flavored tale from the "El Paso" category. The other, "Well I Ask Ya," is a catchy cha cha romancer with strings. Tune's a big hit in England.

"SINCERELY" (2:07) [Arc BMI—Fuqua, Freed]

"WHEN SUMMER IS THROUGH" (2:32)

[Bright Tunes BMI—Margo, Medress]

THE TOKENS (RCA Victor 7925)

"Sincerely" the beat-ballad dual-market smash of a few years back (for the McGuire Sisters and the Moonglows) can be the Tokens' next success vehicle. This time the tune sports an inviting rock-a-cha-cha hand-clap arrangement similar to the crew's initial success (on Warwick) "Tonight I Fell In Love." Boys smoothly carve out a fetching teen beat cha cha sentimental on the other end.

"SAD MOVIES (MAKE ME CRY)" (2:40)

[Acuff-Rose BMI—Loudermilk]

"I DON'T KNOW WHY" (2:15)

[Cromwell, Fred Ahlert ASCAP—Turk, Ahlert]

THE LENNON SISTERS (Dot 16255)

Gals can have a hot sales item in this touching teen beat cha cha weeper tabbed "Sad Movies (Always Make Me Cry)." Sisters' ear-pleasing vocal effort receives a grade "A" assist from Billy Vaughn's outfit. Tune looks very big (Sue Thompson also has it on Hickory). Femmes warmly blend with the George Cates instrumentalists on the pretty old-timer, "I Don't Know Why."

"LOOKIN' FOR MY BABY" (1:53) [David BMI—Morra, Georgion]

"CROSS MY HEART" (2:10) [December BMI—Figueiredo, Deldin]

THE EARLS (Rome 102)

Group, having cashed in territorially with its first for Triodex-distributed Rome label, "Life Is But A Dream," can really step out on a national scale with "Looking For My Baby." It's a fast paced teen-angled affair chock full of those commercial vocal and musical tricks. "Cross My Heart" finds the boys in a hip-swinging beat-ballad pose.

"BRIGHT LIGHTS BIG CITY" "I'M MR. LUCK" (3:29)

(2:47) [Conrad BMI—Reed, Reed] [Conrad BMI—Reed]

JIMMY REED (VeeJay 398)

The vet blues stylist's strong dual-mart following oughta grab up this new two-sider real quick. Both the rhythmic walker "Bright Lights Big City" and the lazy beat "I'm Mr. Luck" feature that authentic 'down home' sound vocally and instrumentally. Two solid coin-catchers.

"YOUR LOVE IS GROWING COLD" (1:57)

[Four Star Sales BMI—Fuller, Burgess]

"TREASURE" (1:59) [Four Star BMI—Burgess]

JOHNNY CRAWFORD (Del-Fi 4165)

Youngster (who plays Mark McCain on the ABC-TV'er "The Rifleman") can score with this follow-up to his chart-making Del-Fi debut, "Daydreams." It's an extremely pretty, soft beat cha cha lover's lament, dubbed "Your Love Is Growing Cold," that has that 'grown-on-you-with-each-listen' quality. More of the same warm sounds on the dual-tracked coupler, "Treasure."

"I UNDERSTAND (JUST HOW YOU FEEL)" (2:40)

[Jubilee ASCAP—Best]

"LITTLE GIRL I LOVE YOU" (2:12) [Greta BMI—Scott]

THE G-CLEFS (Terrace 7500)

This splendid revival of the touching hit of a few years back, "I Understand (Just How You Feel)," can put the G-Clefs back in chartsville. On it, the songsters and the sensitive string-filled backdrop perform both the tune and "Auld Lang Syne." Fetching romantic, flipside, is done with a clippity-clop sound. London handles the label.

THE SERENADETT'S (Enrica 1008)

(B) "BOY FRIEND" (2:10) [Enrica BMI—Kerr, Martin]
Teen-beat larks perform with pro upbeat sense, with a lead warbling against busy comments from the other gals and combo.

(B) "THE BIG NIGHT" (1:54) [Enrica BMI—Kerr, Martin]
A Latinish arrangement figures in another busy-sounding romancer.

LEE TILLMAN (Ron 341)

(B) "WILL TRAVEL" (2:15) [Ron BMI—Hayes]
Infectious blues-flavored take-off on the "Have Gun, Will Travel" my-card slogan of TV's Paladin. Buddy Stewart's Top Notches are the strong backdrop musicians.

(B) "IF I EVER" (2:25) [Ron BMI—Hayes]
Soft saxes are part of this easy-go I-need-you-now statement.

TED TAYLOR COMBO

(Gold Eagle 1808)

(B+) "BANDSTAND DRAG" (2:03) [Wian BMI—Taylor]
The solid teen-market musicians offer a fine hop date, a rocker with a good-sounding funky-bounce nature. Worthy teen-dance product.

(B) "ROCKIN' HOSS" (2:07) [Wian BMI—Taylor]
Combo moves faster in another reliable teen-step session.

CESAR COSTA (Orfeon 964)

(B) "TU ME PERTENECES" (2:38) [Stewart, Price, Pino]
The big Mexican label offers a fine ballad reading, in Spanish, of the familiar American standard, "You Belong To Me." A lush full ork-chorus sound backs-up. Merits U.S. airtime.

(B) "HISTORIA DE MI AMOR" (2:32) [Anka, Pino]
Upbeat Spanish version of Paul Anka's "Story Of My Love."

DEL ROY'S (Carol 4113)

(B+) "LOVE ME TENDERLY" (1:44) [K-M BMI—Payne]
Singers and their rock-a-string backing send a solid rock-rhythmic down the teen lane. This sound from the New York-based diskery could have Top 100 success.

(B) "PLEASING YOU" (1:41) [K-M BMI—Payne]
Whacky novelty doings from the teen-wise group.

CLYDE STACY (Len 1015)

(B+) "SIT'IN DOWN CRYING" (2:27) [Caldwell—Cedar—Ladd BMI—Dowing, Poe, Sandusky]
The Philly label comes-up with a solid-sounding, funky-styled (especially the guitar section) date headed by vocalist Stacy. Can get a welcome from the kids.

(B) "YOU'RE SATISFIED" (2:25) [Caldwell—Cedar—Ladd BMI—Dowing, Poe, Sandusky]
There's a country-feel to this lighter rock stand.

RAY ALLEN & THE UPBEATS (Sinclair 1004)

(B+) "LET THEM TALK" (2:30) [Original & Wanessa BMI—Allen, Merrell]
Teeners have an inviting display here by the song crew, which warbles an attractive soft-spoken wistful. Merits lots of teen-ballad programming.

(B) "SWEET LORRAINE" (2:35) [Mills ASCAP—Burell, Parish]
Quick-beat, chant-spotlighted updating of the evergreen.

JIMMY FLAGG

(ABC-Paramount 10240)

(B) "THE EAGLE AND THE BEAR" (2:05) [Waymore BMI—Wayne, Moore]
The title creatures symbolize the U.S. and Russia in this pseudo-hillbilly date by vocalist Flagg. A growling sax is used to sound like the bear. Timely theme.
(C+) "GIVE US THIS DAY" (2:48) [Waymore BMI—Wayne, Moore]
Warm inspirational item.

BULL MOOSE JACKSON (7 Arts 705)

(B+) "I LOVE YOU YES I DO" (3:33) [Lois BMI—Nix, Glover]
The deep-voiced artist attractively revives his years-back success. A solo trombone is included in the softie ork setting. Jocks will like the sentimental sounds here.

(B) "AW SHUCKS BABY" (2:09) [Hennessy BMI—Cooley]
Belting blues-styled affair.

RUDY VALENTINE (Regalia 20)

(B) "EVENING STAR" (2:18) [Lorion BMI—Maugere, Cannoneri]
A pleasing plaintive is appealingly warbled, for the teen-market, by singer Valentine (a former member of The Crewcuts), whose combo-chorus backing sports a muted trumpet sound. Nice teen-romantic effort.

(B) "I GOT-TA LOVE" (2:19) [Lorion BMI—Maugere, Cannoneri]
Cheerful rock stint with joyful femme chorus remarks.

HELMUT ZACHARIAS ORCH. (Decca 31296)

(B) "ADIOS MY LOVE" (The Song of Athens) [Peter Schaeffer's BMI—Hadjidakis]
Lovely piece, from a Columbia pic tagged "Dreamland of Desire," is handsomely portrayed by the popular violin-filled German ork. Interesting arrangement with effective wordless chorus.
(B) "BERMUDA SHORTS" [Zacharias]
Solo violin is tricky in this novelty stint culled from an LP, "Rendezvous for Strings."

SONNY DEE (Kapp 421)

(B) "HERE I STAND" (2:01) [Shoestring & Faraci & Martin BMI—Pippa, DiPaolo, Faraci]
Good exciting rock-bounce to this session, which features singer Dee against a colorful combo-chanting chorus backdrop. Date has a grow-on-you touch that could get the teeners interested with enough exposure.
(B) "I'M NOT THE ONE FOR YOU" (2:39) [Shoestring & Faraci & Martin BMI—Pippa, DiPaolo, Faraci]
Softer bounce stylings here.

CHARLIE McCULLOUGH (Dooto 462)

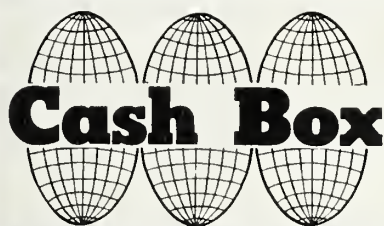
(B) "MY GIRL" [Dootsie Williams BMI—McCullough]
R&B songster understandingly relates the touching affectionate. Chanting vocalists and combo support with R&B warmth.

(B) "ZORRO" [Dootsie Williams BMI—McCullough]
Vocalist and combo-chorus turn to a novelty session.

BILLY ELDRIDGE (Vulco 1509)

(C+) "YOU'RE THE REASON" [Vee BMI—Eldridge]
Singer warbles his own wistful against an easy bounce combo setting.

(C+) "IT'S OVER" [Vee BMI—Eldridge]
Trick Latinish beat backs the performer's stint here.



RECORD REVIEWS

B+ very good B good C+ fair C mediocre

only those records best suited for commercial use are reviewed by Cash Box

Pick of the Week

Newcomers

In an effort to call D.J. attention to Pick records by "Newcomers" (artists never before on the Top 100) the editorial staff of Cash Box will list such records under this special heading.

"HEAR WHAT I SAY" (2:23) [Sylvis BMI—Elgin, Farrell, Hawkins]

"WHERE THE WORLD BEGINS" (2:06) [Rual ASCAP—Kahan, Brent]

JUNIOR LEWIS (Columbia 42129)

Newcomer Junior Lewis appears to have a first-time-out chart-maker in his Columbia debut, "Hear What I Say." Artist is accompanied by a tremendous rock-a-string ork and chorus and he rocks his way thru two ultra-commercial efforts the quick-paced "Hear What I Say" and the rock-a-cha-cha "Where The World Begins." Two fantastic performances. Watch this boy.

"LATE DATE" [Walmy BMI—Maynard]

"GET IT" [Walmy BMI—Ford, Caple]

THE PARKAYS (ABC-Paramount 10242)

This ABC purchase of the Safire master, "Late Date," by the Parkays, looks like money-in-the-bank for all concerned. It's an intriguing instrumental handclapper from the thumping funky-blues "Last Night" school that's sure to kick up dual-mart, pop-r&b attention. More catchy, steady beat blues sounds on the "Get It" portion.

Best Bets

FRANK SINATRA (Capitol 4615)

(B+) "AMERICAN BEAUTY ROSE" (2:19) [Jefferson ASCAP—David, Evans, Altman] A swingin' revival, from the songster's new "Come Swing With Me" LP, of a years-back Sinatra success. Artist's fine swing companion is the Billy May ork. Lots of jock attention can mean a chart run anew for the songster and the tune.

(B) "SENTIMENTAL JOURNEY" (3:24) [Edwin H. Morris ASCAP—Brown, Homer, Green] The easy-swing Sinatra format for the standard. Also culled from the LP.

RAY CHARLES (Atlantic 2118)

(B+) "I WONDER WHO" (2:45) [Progressive BMI—Charles] From his Atlantic days comes this down-to-earth Ray Charles offering in which the artist embraces a slow, soulful blues stanza and delivers it a compelling blow. Could score strongly in r&b marts.

(B+) "HARD TIMES" (2:53) [Progressive BMI—Charles] Here, again Charles emerges as a stirring purveyor of the "low-down" brand of blues with another gut-buket performance. Accompaniment on both ends from his band is outstanding.

HARRY M. & THE MARVELS (ABC-Paramount 10243)

(B+) "THE 'U-T'" (2:18) [Night-Time BMI—MiddleProoks] Exciting new teen-dance master-purchase by the label. Full name of the step is the University of Tennessee—it's a real sock step and both the singers and musicians deliver it with lots of teen color. Eye closely.

(B) "WHAT'S THE USE" (2:20) [Night-Time BMI—MiddleProoks] "Quieter" middle-beat tale of a lonely fella.

LITTLE ROY (Everest 19421)

(B+) "SHE'S A WONDER" (2:40) [Stanrick & Saxon BMI—Heard, Grayson] Boys busy-beat laff stint could get a Top 100 welcome from the youngsters. Tale tells of a crazily constructed dame. Should be watched. Can come thru.

(B) "IT'S HEAVEN" (2:05) [Stanrick & Saxon BMI—Heard, Grayson] Attractive teen-market sentimental gets a pleasing softie survey.

DOTTY CLARK (Bigtop 3081)

(B+) "IT'S BEEN A LONG LONG TIME" (2:54) [Edwin H. Morris ASCAP—Cahn, Styne] New thrush displays fine commercial appeal in this very attractive teen-beat reading of the old sentimental. Her support consists of a lush full ork and striking chorus comments. Dee-jays can give this Top 100-selling exposure.

(B) "THAT'S A STEP IN THE RIGHT DIRECTION" (2:47) [Robert Mellin BMI—Russell, Haft] Lass is sultry in this South American-styled number.

BARBARA RUSSELL (United Artists 326)

(B+) "SHAKE HANDS WITH A FOOL" (3:03) [Greta BMI—Ross, Baron] Fine songstress offers a meaningful display of a pretty lost-love plaintive. Don Costa directs the solid legit stylings of the full ork, which includes tinkling keyboard comments. With sufficient deejay acceptance, deck could happen.

(B) "LIKE THE HONEY FOR THE BEE" (2:45) [Maxana ASCAP—Miller, Porter] Lark gets a striking funky-type string-guitar sound for upbeat vocal.

CHRIS KENNER (Imperial 5767)

(B+) "SICK AND TIRED" (2:22) [Travis BMI—Kenner, Bartholomew] Performer, doing smash chart business with his Instant dishing of "I Like It Like That," warbles a novelty blueser against a tricky upbeat combo pose. Infectious date.

(B) "NOTHING WILL KEEP ME FROM YOU" (1:56) [Travis BMI—Kenner, Bartholomew] There's a low-down R&B quality to this plaintive sound.

STEVE ALAIMO (Checker 989)

(B+) "I'M THANKFUL" (2:25) [Skags BMI—Cook, Alexander] Appealing affectionate is done with a feelingful Sam Cooke-like nature by the warbler. A warm string-included instrumental setting. Might get attention.

(B) "ALL NIGHT LONG" (2:30) [Arc, B-Flat BMI—Geddins] A turnabout as Alaimo and his support offer an infectious rhythmic rocker.

VARDI (Medallion 606)

(B+) "KING OF KINGS" (2:32) [Robbins ASCAP—Rozsa] Pretty "Exodus"-type theme from the upcoming Biblical pic is presented with a lush pounding sound by the Medallion strings under Vardi's direction. Could be a big number.

(B) "ADIOS, MY LOVE (The Song of Athens)" (2:16) [Peter Schaeffers ASCAP—Newell, Hadjidakis] Attractive work on the charming, oft-cut ditty from another pic, "Dream Land of Desire."

GUY MITCHELL (Columbia 42143)

(B+) "I'LL JUST PRETEND" (2:14) [Joy ASCAP—Turnbull, Garson] Sticking to country-inclined sessions, Mitchell tops an infectious display of a tuneful plaintive storyline. His support is highlighted by strong guitar sounds. Could be active.

(B) "DIVORCE" (2:32) [Joy ASCAP—Warren, Carr] Interesting string statements in this poignant more deliberate essay.

JERRY SAYLOR & THE MARK FIVE (Spin It 101)

(B+) "(Do The) U.T." (2:32) [Ruler BMI—Saylor] This is a wild "Quarter to Three"-type affair. Kids will dig the partytime atmosphere here. Label headquarters in Sheffield, Ala.

(B+) "WHAT A FRIEND" (2:25) [Ruler BMI—Greene] Saylor and the musicians relay a triangle-tale with a teen-wise light-beat sound. Two well-done portions.

SYLVIA SAYNT (Columbia 42134)

(B+) "FOR MY BIRTHDAY" (1:55) [Conquest & Valentine ASCAP—Wayne, Davies] Very pleasing light-beat Latinish lovey-dovey from the talented thrush, who is sometimes multi-tracked. Tune has a lot of teen-directed charm. Jocks will like.

(B+) "A - TISKET A - TASKET" (2:17) [Robbins ASCAP—Fitzgerald, Feldman] The famed Ella Fitzgerald vehicle is done with a bright Latinish backdrop.

JOE HINTON (Backbeat 535)

(B+) "THE GIRL IN MY LIFE" (2:25) [Lion BMI—Malone] Vet R&B singer heads a contagious blues-beat novelty. His sound from the musicians is first-rate rock-blues stuff. Date could get around in both pops-R&B circles.

(B) "COME ON BABY" (2:23) [Lion BMI—Hinton] This infectious date is mainly for R&B trade.

CURTIS KNIGHT (Gulf 031)

(B+) "THAT'S WHY" (2:22) [Saxon BMI—Horton, Knight] Guy's found a truer love in this build-up blues ballad essay from the R&B songster. A tricky-beat combo sound supports.

(C+) "VOODOO WOMAN" (2:16) [Saxon BMI—Horton, Knight] Intriguing wail stint by the songster.

BETTY JOHNSON (Republic 2021)

(B+) "MY KIND OF GUY" (2:25) [Hollis BMI—Bricusse, Green] Thrush does a smoothly swinging answer to the Matt Munro (Warwick) noise-maker, "My Kind Of Girl." A combo-chorus brightly swings-along. Could get big spins ala the Munro offering.

(C+) "A GAL'S BEST FRIEND IS HER MAKEUP" (2:06) [4-Star Sales BMI—Ranell] Novelty waltzer from the performer.

JIM HENDRIX (Lode 112)

(B+) "MY LOVE FOR A KINGDOM" (2:30) [American BMI—Hendrix] Lots of feeling to this country-styled waltz ballad outing from Hendrix, who understandingly tells the lost-love tale.

(B) "CHANGING SCHOOLS" (2:18) [American BMI—Fell, Fitzsimmons] Fella and his gal are going to different schools and probably new loves in this good return-to-school cut.

JIMMY BOWEN (Crest 1085)

(B+) "SOMEBODY TO LOVE" (2:06) [American BMI—Bowen, Bryan] Songster, who has done chart dates, tops a bright-beat display about a guy who's sure he'll find a love somewhere on earth (many locales are named). Might move.

(B) "DON'T DROP IT" (2:00) [American BMI—Fell] Terry Fell's years-back pop-country click returns in amiable bounce-beat fashion.

MARY MILLER (1st 100)

(B+) "YOU CAN KNOCK ON MY DOOR" (1:47) [Sigma ASCAP—Schroeder, Wayne] This is a fine, similar-sounding reply to the big Eddie Hodges (Cadence) hit, "I'm Gonna Knock On Your Door." Memphis label could have an active answer deck here.

(B) "BACK TO YOU" (2:30) [Osborne BMI—Lee, Osborne, Taylor] Lark displays teen-ballad know-how in this wistful-beat showing.

FRANKIE BRENT (Cameo 196)

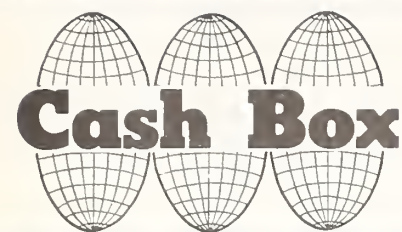
(B+) "RANG DANG DOO" (2:26) [Lowe ASCAP—Brent] As the title should show, this is a humor stint, with a good-sounding sly-blues beat by the combo, with singer Brent effectively relying mostly on the gimmick title. Pro stuff for the teen-beat generation.

(B) "HOLD IT" (2:11) [Islip BMI—Scott, Butler] All-combo rock-swing featuring a hot organ chore.

FRED DARIAN (Gardena 122)

(B) "RIB-BONE" (2:20) [Greenlake ASCAP—Green, Lake] Darian, currently hitting on the Jaf label with "Johnny Willow," heads an upbeat display of a semi-dramatic inspirational-type number with an Adam & Eve theme.

(B) "THAT IS HOW THINGS ARE" (2:25) [Greenlake ASCAP—Green, Richards, Lake] Singer is sensitive on the pretty folk-flavored tune.



RECORD REVIEWS

B+ very good B good C+ fair C mediocre

only those records best suited for commercial use are reviewed by Cash Box

Best Bets

BOB WILSON (Decca 31293)

(B+) "HE GIVES" (2:23) [Southern ASCAP—Simon, Skylar] The fine new song stylist can really hit paydirt with this captivating rhythm shuffler from the religious dept. Strong Dick Jacobs ork-choral support on a lid that builds nicely along the way. Can take off.

(B) "JEZEBEL" (2:17) [Hill & Range BMI—Shanklin] The Frankie Laine classic takes a fresh new teen beat cha cha approach here. Artist has the goods to climb up among the front runners. Watch him.

LYN EARLINGTON
(Southern Sound 104)

(B+) "D.D.T. AND THE BOLL WEEVIL" (2:27) [Bae ASCAP—Earlington, Lawrence] The Brook Benton smash is answered in solid R&B-styled novelty fashion. Can mean a pop-R&B laff success.

(B) "RAGS" (2:36) [Conley ASCAP—Slay, Crewe] Teeners will dig the dance message of this romping cut.

THE PEARLS (Amber 2003)

(B+) "I CRIED" [Painted Desert BMI—Smith, Beil] Catchy vocal-combo cut, with two male leads warbling the tuneful blues-styled opus against a busy Latinish sound from the other singers and musicians. Could catch-on.

(B) "IT MUST BE LOVE" [Painted Desert BMI—Smith, Beil] Things are done with a deliberate blues-ballad approach here.

MARVIN RAINWATER
(Warwick 666)

(B+) "BOO HOO" [Selma & Brave BMI—Rainwater] Vet country artist bows on the Warwick label with a snappy pop-country novelty which includes a gimmick voice bit. Catchy cut that could make pop-country chart news.

(B) "I CAN'T FORGET" [Selma & Brave BMI—Rainwater] Brisk-beat work on a folkish romantic.

HEDY, FREDDIE & MEE TOO
(Pop-Side 1)

(B+) "SPINAROUND" (2:38) [Saturday ASCAP—Crewe] Label, Riverside Records' new pop singles line, bows with a distinctive teen-date that tells of a male run-around with apt "circular" rock sound. Might develop into something.

(B) "PLAYING HARD TO GET" (2:18) [Saturday ASCAP—Sontag, Espy] More familiar teen-market doings, a ballad stand, by the team.

THE INNOCENTS (Indigo 128)

(B+) "DONNA" (2:45) [Kemo BMI—Valens] Songsters, who teeners have brought to the charts several times, invitingly revive the old hit by the late Ritchie Valens. Could be a Top 100 come-back for both the song and team.

(B) "YOU GOT ME GOIN'" (2:20) [Tree BMI—Spence] Rock attraction goes on the upbeat here.

AL McGEE (Donna 1348)

(B+) "OLDIES BUT GOODIES SHOW" (2:20) [Maravilla & Brujem BMI—Wright] An all-out belt novelty from the singer and his combo-chorus backing. Tune uses sounds like a rewrite of "Down By The Riverside." One of those uninhibited rockers that could take-off.

(B) "TENDER BELOVED" (2:40) [Maravilla & Wright-Gerstl BMI—Gerstl] As the title indicates, this is an opposite beat tale.

TY STEWART & THE JOKERS
(Amy 828)

(B+) "YOUNG GIRL" (2:02) [Aim-Woodstock BMI—McCorkle] Strong-sounding speedy rocker in which the lead's stint is backed by first-rate chant remarks from the other vocalists. Item could have a Top 100 career.

(B+) "HERE AM I" (2:24) [Aim-Woodstock BMI—McCorkle] This light-beat blues date has something of a Sam Cooke-type attitude.

JAN & DEAN (Dore 610)

(B+) "JULIE" (2:26) [Excellorec BMI—Ball, Moffat] Vocalists, a big Top 100 factor with their "Heart & Soul" disking on Challenge, revive, in this session from their Dore days, the old Crescendos' hit with a catchy light-beat blend. Combo, including a slightly honky-tonk keyboard, nicely supports. Could happen.

(B) "DON'T FLY AWAY" (2:03) [Hill & Range BMI—Pomus, Schuman] Boys effectively handle a tune with a "Heart & Soul" feel.

THE WILDWOODS (May 106)

(B+) "HERE COMES BIG ED" (2:05) [Cheerio BMI—Goldman, Parris] Old Yiddish tune, "Sholom Aleichem," becomes a funky belt instrumental for the teen-trade. Hopping sax is included in the guitar-led arrangement. Exciting date.

(B) "GOLDEN SUNSET" (2:34) [Cheerio BMI—Goldman, Parris] A deliberate-beat pose with an intriguing way. Soft wordless chorus is included.

CLAY COLE (Imperial 5771)

(B+) "QUEEN OF THE MOVIES" (1:55) [Post ASCAP—Kaye, Springer] Popular New York-area deejay heads a happy teen-market date about a chick who is a composite of many femme stars (they're named). Solid combo-chorus attack. Could make noise.

(B+) "HAPPY TIMES" (2:28) [Post ASCAP—Kaye, Springer] Somewhat of a countryish touch to this genial rocker. Watch it too!

THE STYLES (Serene 1501)

(B+) "GOTTA GO, GO, GO" (2:00) [Legion BMI—Abbot, Ledo] First outing for the New York-based diskery is a catchy teen-beat bouncer, delivered with finesse by the male song team and musicians. Happy-minded session that could do important business.

(B) "SCARLET ANGEL" (2:20) [Mermaid BMI—Abbot, Ledo] Lead is sensitive on the feelingful disenchanted teen theme.

ROGER CRAIG (Argo 5396)

(B) "SONG OF INDIA" (2:10) [Newroads BMI—Arr. Lewis, Tracy] Familiar melody gets a busy rock-a-string outing, with Craig's keyboard heading the showing. Could get important programming time.

(B) "I FOUND A MILLION DOLLAR BABY" (1:59) [Remick ASCAP—Warren, Rose, Dixon] A little more jazzy approach to the evergreen. Craig again gets full ork support.

KEITH COLLEY (Era 3054)

(B) "IT'S NICE OUT TONIGHT" (2:18) [JAF BMI—Brock] Strong teen-string work accompanies Colley's belt of the five-minutes-more lovey-dovey. Pro-style rockin'.

(B) "ZING! WENT THE STRINGS OF MY HEART" (2:06) [Harms ASCAP—Hanley] Colorful medium-beat Latinish arrangement for the oldie.

JAY NELSON (Drew-Blan 1004)

(B) "BABY PLEASE" (2:34) [Excellorec BMI—Nelson] Down-home styled blues pleader is grippingly portrayed by the songster. Compelling effort for r&b areas.

(B) "CRAZY OVER DAISY" (2:13) [Excellorec BMI—Nelson] Swinging gal-titled affair here. Nelson gets a pungent groove in his chanting of the stanza. Also aimed at r&b field.

TEX AND THE CHEX
(Atlantic 2116)

(B) "I DO LOVE YOU" (2:49) [Everlast BMI—Harrison, Bailey, Johnson] Familiar vocal quartet setting on a conventional teen love ballad. OK side for r&b marts.

(C+) "MY LOVE" (2:31) [Progressive BMI—Bristow] Quick-paced Latin-ish affair features echo-imbued lead over shrill group sounds.

LITTLE BETTY (Savoy 1603)

(B+) "WHY DID YOU DO IT?" [Savoy BMI—Henry, Wilcox] Thrush shows that she can stand up and shout with the best of them. Side's a blues affair that's belted with vigor and enthusiasm. (A kind of female Ray Charles bit). Could show up strong in r&b markets.

(B+) "I MAY BE WRONG" [Savoy BMI—Wilcox, Owens] Ditto the above comments. Both decks are exciting in the performance dept.

THE WILLOWS (4 Star 1753)

(B+) "NOW THAT I HAVE YOU" (2:37) [4 Star BMI—Fuller, Dobro] Very attractive blues-styled softie from the vet vocalists. Lead's inviting stint gets shoo-ba chant bits from the other singers. Might make it in both R&B and pop areas.

(B) "THERE'S A DANCE GOIN' ON" (2:45) [McSwinger BMI—Jackson] Boys and musicians offer a contagious let's-dance blues rocker.

FRANK CHERVAL (20th Fox 278)

(B+) "WHAT DID I DO?" (2:05) [Dreyer ASCAP—Dreyer, Alexander] Solid wild-beat rock-a-string stint, with singer Chervall a strong lead. This all-out sock affair could go places.

(B+) "MY OWN" (1:58) [Robbins ASCAP—McHugh, Adamson] An exciting Latinish reading of the oldie. Two pro-sounding teen-directed dates.

MARIA CANDIDO (Decca 31291)

(B) "PAR DELIA (Al Di La)" (3:06) [M. Witmark ASCAP—Donida, Mogol, Marnay] This big San Remo tune receives a strong pose, both in French and Italian, by the lark, who is backed by a lush ork outing. Handsome deck was cut in Germany.

(B) "TU N'ES PLUS LA (You're No Longer There)" (2:51) [Campbell-Connelly ASCAP—Hadjidakis, Francois] Interesting percussion-keyboard-string sound is part of the setting in this French-sung ballad. Miss Candido is a fine talent.

GINAFAY (Columbia 42130)

(B+) "HEY BABY" (2:10) [Ricdeb BMI—Michael & Jack] Label's new lark is young (14) and in-the-know as far as the teen-beat is concerned. She does a fine job on the catchy romancer and receives an infectious Don Ralke combo sound. Session opens with a teen-wise chant bit, which is repeated later on. Side could gain lots of teen friends.

(B) "GRADU-WEDDING RING" (2:20) [Ricdeb BMI—Michael, LaBonte] Ballad-beat story of a dual-purpose ring.

CLINT EASTWOOD (Gothic 005)

(B) "UNKNOWN GIRL OF MY DREAMS" (2:08) [Gothic BMI—Paul] Singer pleasingly relates the nice ballad and is accompanied by a pretty full ork-triplet sound. Deck merits airtime.

(B) "FOR ALL WE KNOW" (2:19) [Leo Feist ASCAP—Coots, Lewis] Appealing soft-spoken survey of the fine evergreen.

DIGNO GARCIA Y SUS CARIOS
(Palette 5080)

(B+) "MOLIENDO CAFE" (2:14) [Morro BMI—Manzo] A colorful combo display of the big hit down in Argentina, with a chorus section about mid-way. Tune, also cut by Ray Anthony (Capitol), is catchy affair that might catch-on here.

(B) "MI COMPANERA" (3:15) [Zodiac BMI—Garcia] Warm Spanish-sung ballad date.

RELIGIOUS

"WALKING ON THE RIGHT ROAD" "THE LORD STILL ANSWERS PRAYER"

Edna Gallmon Cooke (Nashboro 697)

"NOW LORD"

"I'M GOIN'"

Travelling Kings (Nashboro 698)

"ANYBODY WAITING FOR ME"

"SOMEBODY NEEDS MY JESUS"

Brother Joe May (Nashboro 699)

"I GAVE MY HEART TO JESUS"

"WHAT MORE CAN HE DO"

Sons of Faith (Nashboro 700)

"ROCK OF AGES"

"THE LORD'S ARMY"

The Famous Ward Singers

(Savoy 4162)

"EVERY NOW AND THEN"

"ONLY A LOOK"

The Roberta Martin Singers

(Savoy 4164)

"THE WAY THE LORD KNOWS ME"

"MAKE IT IN"

The Ceravans (Gospel 1056)

"IF I WORK FOR JESUS"

"JESUS IS EVER NEAR"

Raymond Raspberry Singers

(Sharp 615)

"THE DENIAL"

"O SEND THE FIRE"

The Stripes of Glory (Peacock 1837)



LOOKING AHEAD

A compilation, in order of strength, of up and coming records showing signs of breaking into The Cash Box Top 100. List is compiled from retail outlets.

- | | |
|--|--|
| 1 FOOT STOMPIN' (Part I)
<i>Flares (Felsted 8624)</i> | 26 WHAT KIND OF GIRL
<i>Charmaines (Fraternity 880)</i> |
| 2 HERE IN MY HEART
<i>Al Martino (Capitol 4593)</i> | 27 THAT'S MY DESIRE
<i>Pat Boone (Dot 16244)</i> |
| 3 ROLL OVER BEETHOVEN
<i>Velaire (Jamie 1198)</i> | 28 SO CLOSE TO HEAVEN
<i>Ral Donner (Gone 5108)</i> |
| 4 LOOK IN MY EYES
<i>Chantels (Carlton 555)</i> | 29 SKIN DIVIN'
<i>Eddie Rambeau (Swan 4077)</i> |
| 5 OLE SLEW-FOOT
<i>Johnny Horton (Columbia 42063)</i> | 30 HULLY GULLY AGAIN
<i>Caesar & The Romans (Del-Fi 4164)</i> |
| 6 MR. D.J.
<i>Van McCoy (Rockin' 101)</i> | 31 BABY, YOU'RE RIGHT
<i>James Brown (King 5524)</i> |
| 7 MR. PAGININI
<i>Ella Fitzgerald (Verve 10237)</i> | 32 NEW ORLEANS MEDLEY
<i>Earl Palmer (Liberty 55356)</i> |
| 8 IT'S YOUR WORLD
<i>Marty Robbins (Columbia 42065)</i> | 33 WHAT WOULD YOU DO
<i>Jim Reeves (RCA Victor 7965)</i> |
| 9 KEEP ON DANCING/NOTHING BUT GOOD
<i>Hank Ballard & Midnighters (King 5535)</i> | 34 A LITTLE DOG CRIED
<i>Jimmie Rodgers (Roulette 4384)</i> |
| 10 BAND OF GOLD
<i>Roommates (Valmor 10)</i> | 35 TAKE FIVE
<i>Dave Brubeck (Columbia 41479)</i> |
| 11 YOU MUST HAVE BEEN A BEAUTIFUL BABY
<i>Bobby Darin (Atco 6206)</i> | 36 (HE'S) THE GREAT IMPOSTER
<i>Fleetwoods (Dalton 45)</i> |
| 12 MY CLAIRE DE LUNE/IN TIME
<i>Steve Lawrence (United Artists 335)</i> | 37 WHY CAN'T YOU
<i>Clarence Henry (Argo 5395)</i> |
| 13 STICK SHIFT
<i>Duals (Sue 745)</i> | 38 TEEN PRAYER
<i>Velveteens (Stark 102)</i> |
| 14 A FAR BETTER THING
<i>Della Reese (RCA Victor 7884)</i> | 39 YA YA
<i>Lee Dorsey (Fury 1053)</i> |
| 15 BIG RIVER, BIG MAN
<i>Claude King (Columbia 42043)</i> | 40 JIMMY LOVE
<i>Cathy Carroll (Triodex 110)</i> |
| 16 DEDICATED TO THE SONGS I LOVE
<i>3 Friends (Imperial 5376)</i> | 41 FIRST LOVE NEVER DIES
<i>Jerry Fuller (Challenge 9114)</i> |
| 17 SAN-HO-ZAY/SEE SEE BABY
<i>Freddy King (Federal 12428)</i> | 42 TIGHT SWEATER
<i>Marathons (Arvee 5038)</i> |
| 18 MUSIC, MUSIC, MUSIC
<i>Sensations (Argo 5391)</i> | 43 I LOVE HOW YOU LOVE ME
<i>Paris Sisters (Gregmark 6)</i> |
| 19 TAKE MY LOVE
<i>Little Willie John (King 5516)</i> | 44 THIS TIME
<i>Troy Shondell (Liberty 55333)/(Goldcrest 161)</i> |
| 20 ROMEO
<i>Janie Grant (Caprice 109)</i> | 45 SAD MOVIES (MAKE ME CRY)
<i>Sue Thompson (Hickory 1153)</i> |
| 21 I CAN'T TAKE IT
<i>Mary Ann Fisher (Seg-Way 1001)</i> | 46 SOMETIME
<i>Gene Thomas (United Artists 338)</i> |
| 22 MY DREAM CAME TRUE/STRANGE DESIRE
<i>Jack Scott (Capitol 4597)</i> | 47 DRUMS
<i>Kenny Chandler (United Artists 342)</i> |
| 23 PLEASE DON'T TALK TO THE LIFEGUARD
<i>Andrea Carroll (Epic 9450)</i> | 48 ANNIVERSARY OF LOVE
<i>Caslons (Seeco 6078)</i> |
| 24 HELLO FOOL
<i>Ralph Emery (Liberty 55352)</i> | 49 IMPOSSIBLE
<i>Gloria Lynne (Everest 19418)</i> |
| 25 GUESS WHO
<i>Gladys Knight & Pips (Fury 1052)</i> | 50 I GOT TO GET AWAY FROM IT ALL
<i>Mitty Collier (Chess 1791)</i> |



SURE SHOTS

The Cash Box "Sure Shots" highlight records which reports from retail dealers throughout the nation indicate are already beginning to sell in quantity or else give every indication of doing so.

"LITTLE SISTER"/"HIS LATEST FLAME"

ELVIS PRESLEY (RCA Victor 7908) Pick of the Week—8/19

"LOVER'S ISLAND"

BLUE JAYS (Milestone 2008)

"SUMMER SOUVENIRS"

KARL HAMMEL, JR. (Arliss 1007) Pick of the Week—7/22

"SWEET LITTLE YOU"

NEIL SEDAKA (RCA Victor 7922) Pick of the Week—8/12

"KISSIN' ON THE PHONE"/"CINDERELLA"

PAUL ANKA (ABC-Paramount 10239) Pick of the Week—8/12

"YOU DON'T KNOW WHAT IT MEANS"

JACKIE WILSON (Brunswick 55219) Pick of the Week—8/5

JEREMIAH PEABODY'S POLY UNSATURATED QUICK DISSOLVING FAST ACTING PLEASANT TASTING GREEN AND PURPLE PILLS

RAY STEVENS (Mercury 71843) Pick of the Week—8/5

More **CHART TOPPERS**
from **ATLANTIC!** 

The Drifters
SWEETS FOR MY SWEET

and
Loneliness Or Happiness

Atlantic 2117

A Leiber-Stoller Production Arr. & Cond. by Stan Applebaum

Ray Charles
HARD TIMES

and
I Wonder Who
Atlantic 2118

 **ATLANTIC RECORDS**

EXCITING NEW
ARTIST!
Hot New Single!

"I'M
THANKFUL"
STEVE
ALAIMO
Checker 989

"LONELY
STREET"
CLARENCE
HENRY
ARGO 5395

"DON'T
CRY
BABY"
ETTA JAMES
ARGO 5393

"MUSIC,
MUSIC,
MUSIC"
THE
SENSATIONS
ARGO 5391

CHESS
PRODUCING CO
2120 Michigan Ave.,
Chicago 16, Ill.

BIOS FOR DEEJAYS

Bob Moore



Newcomer to the ranks of studio ork leaders is Bob Moore, who, after getting some reaction to his debut recording of "My Three Sons," is stepping out strong with "Mexico," now #60 on the Top 100.

Moore was born in Nashville, Tenn., on November 30, 1932. Living in the center of the country music field he took to playing the bass and after several years of study landed regular assignments as sideman on studio dates. Numerous cross-country tours accompanying top artists followed. Some of the artists he's played for include Elvis Presley, Brenda Lee, Connie Francis and Red Foley.

Fred Foster, head of Monument Records, recognized Moore's directing ability and inked him to head the ork behind Roy Orbison sessions. This combination turned out successfully and eventually led to Moore's own ork instrumental dates.

Nino & The Ebb-Tides



After sharing some of the hit loot on "Those Oldies But Goodies," Nino & The Ebb-Tides have come back with "Juke Box Saturday Night," a teen-beat version of the years-ago Modernaires hit, which shows promise of being a big one for them. It broke on the Top 100 this week in the #99 slot.

The group is comprised of four young boys from the east Bronx section of New York City. Nino, 21, sings lead tenor; Vinny, 22, sings baritone and bass; Tony, 22, is second tenor, and Slim, 21, is also a tenor and sometimes sings lead. Nino and Vinny grew up together, joined forces with the other two in 1959, and began developing a group style. A chance meeting with Madison Records prexy Larry Utal led to an audition and then a contract.

All four boys are members of the U. S. Naval Reserve and train together at Fort Schuyler, N. Y.



PLATTER SPINNER PATTER

From widely scattered reports, filtering into this office it seems that a hit is building with a minimum of airplay. The song, "Seven Up and Ice Cream Soda" by Don Carroll, is witnessing strong resistance to airplay, especially in the major markets. Can't blame the stations either, considering the amount of advertising money being spent in radio by Seven-Up's competitors. Take the case of Larry Gar. He hosts the Coke Hi-Fi Club for WLGB-Laurens, S.C. In his area, Seven-Up is bottled by the local Pepsi Cola bottler. So there! But then, we've found a different kind of resistance that doesn't make much sense at all. Several stations have said something to the effect that "why should we spin the record and give Seven-Up a free plug when we are already on their advertising budget." In other words, they're refusing to support an advertiser who actually had nothing to do with the disk. This seems to us to be inconsistent policy. But actually, the record is still new and much of this initial resistance might be too hasty. It will take a few more weeks for any sort of pattern to establish itself more firmly.

As of August 28, WINS-New York becomes the Mutual Radio Network flagship station replacing WOR-New York. The reason for the change according to Mutual president Robert F. Hurleigh, is that "the type of news format followed by WINS provides a more logical integration of Mutual news coverage. The move will basically affect WINS news coverage, extending it more fully to the national and international levels. It will also in time greatly increase the station's prestige in its continual battle for ratings in the hotly competitive New York market.

WHK-Cleveland disk jockeys Johnny Holiday, Eddie Clarke and Keith Morris lent a helping hand to Cleveland sandlotters by appearing at the Cleveland Baseball Federation's Sandlot Benefit Day Aug. 10, which featured an exhibition game between the Indians and the Cincinnati Reds. Holiday was himself a former sandlot ballplayer and has appeared at the event each year since joining WHK in 1959.

The first week in August was "Star Week" at WITH-Baltimore. During the entire week the station featured in-person appearances by ten top recording stars, who acted as deejays by spinning records (including their own), airing commercials and just generally chatting with listeners. Those who appeared were Bobby Vee, Ray Peterson, Brenda Lee, Timi Yuro, Johnny Tillotson, Anita Bryant, Don Gibson, Freddy Cannon, Frankie Avalon and Janice Ward. In addition, to climax the week's events, WITH awarded dinner dates with Frankie Avalon and Brenda Lee to lucky local teenagers. According to program director Bob Adams, it was the biggest single one-week of talent to ever come to Baltimore for a station promotion.

Following their frantic go-cart bash at the Page Karttrack, where WIL-St. Louis deejays competed, to the consternation of their insurance agents, in specially-constructed go-carts, Dick Clayton, Dick Kent, Ron Lundy, Robin Scott and Bob Osborne did an about-face and demonstrated safe driving procedures by piloting hobby cars in a race at Lake Hill Speedway. Winner will be crowned WIL Safety Champion. We wonder if all this driving around in circles hasn't gone to their

heads and made them feel like big wheels.

WKNB-West Hartford, Conn. is celebrating its 15th anniversary with special trading stamps giveaways totaling 60,000 stamps. Each listener when telephoned gets 500 stamps for the "correct answer." Also, the station is soliciting original birthday greetings in trade for free passes to a local amusement park. Response has been "tremendous" according to the station's Michael Drechsler. Seems like housewives will do almost anything to increase their stamps "collections."

Once again, WXYZ-Detroit is co-operating with the U.S. Marine Corps in its annual "Toys for Tot" campaign. This year's campaign will take place Sept. 9 at the Walled Lake Amusement Park. The station has rented the park for the entire day and will admit patrons free of charge to any and all of the park's 17 rides in exchange for a new, unwrapped toy. WXYZ personalities will appear at the park throughout the day to entertain and negotiations are under way for ABC-TV network stars to appear that day at a huge roller rink which will be converted into a free theatre for the event. Other phases of the campaign will follow throughout the pre-Christmas period.

VITAL STATISTICS:

Bruce Morrow returns to the New York scene September 4th when he takes up residence at WABC. He was at WINZ-Miami for the past year and previous to that was with WINS-New York. Part of the promo heralding his return will find him emceeing a big stage show at Palisades Amusement Park on Sept. 9 and 10. . . . Succeeding Morrow at WINZ will be Jerry Wichner in the 7-10 PM slot. In addition, WINZ has also added Lee Taylor to the staff as afternoon man in its "Musical Sunday" format. . . . Charlie Van has exited the PD post at KOL-Seattle to handle the 3-6 PM stanza and promo for KONO-San Antonio. KONO has also hired George Cooper as program director replacing Doug China who moved to KDEO-San Diego as PD. . . . Back at KOL, general manager Archie Taft announced that John Stone, formerly of KJR-Seattle, will take over PD reins for Charlie Van, and that Lee Roberts (WTIX-New Orleans) and Jerry Kay (KLOQ-Yakima, Wash.) have been acquired for the personality lineup. . . . Ray Otis departed WHK-Cleveland for the 12-3 PM trick at WKMH-Dearborn and Bob Green exited WGVA-Geneva, N.Y. for the production manager post and a Sunday PM stanza for WKMH. Both are the newest additions to the completely revamped WKMH staff lineup. . . . Arnold Schorr is the new program and production manager at KHJ-Los Angeles. He was formerly program manager for the Strauss Broadcasting Group (WMCA-New York, WBNY-Buffalo). . . . Four new additions to the WAMS-Wilmington staff: Dave Eldridge (from WHYE-Roanoke, Va.), Dick Brown (from WLSL-Fairfax, Va.), Sid Shaw (from WBYG-Vannanah, Ga.) and Lee Hurley (from WLSL-Roanoke). The latter two the station's news dept. . . . Don De Rosa moves to WREM-Remse (Utica), New York from WTLN-Utica. He'll handle the 1-3 PM shift. . . . "Magnificent" Montague has joined KSNL-San Antonio. . . . Donald Moeller was appointed assistant general manager of WGAN-TV-Portland, Me. He comes from WPRO-TV-Providence, R.I.



THE RECORDS DISK JOCKEYS PLAYED MOST

	Last Week		Last Week
1 MICHAEL <i>The Highwaymen (United Artists)</i>	2	21 LET'S TWIST AGAIN <i>Chubby Checker (Parkway)</i>	15
2 TOSSIN' & TURNIN' <i>Bobby Lewis (Beltone)</i>	1	22 SEA OF HEARTBREAK <i>Don Gibson (RCA Victor)</i>	25
3 SCHOOL IS OUT <i>U.S. Bonds (Legrand)</i>	8	23 I FALL TO PIECES <i>Patsy Cline (Decca)</i>	22
4 WOODEN HEART <i>Joe Dowell (Smash)</i>	7	24 HATS OFF TO LARRY <i>Del Shannon (Bigtop)</i>	16
5 PRETTY LITTLE ANGEL EYES <i>Curtis Lee (Dunes)</i>	5	25 MISSING YOU <i>Ray Peterson (Dunes)</i>	32
6 HURT <i>Timi Yuro (Liberty)</i>	9	26 AS IF I DIDN'T KNOW <i>Adam Wade (Coed)</i>	33
7 LAST NIGHT <i>Mark-Keys (Satellite)</i>	3	27 I'M A TELLING YOU <i>Jerry Butler (Vee-Jay)</i>	31
8 YOU DON'T KNOW WHAT YOU'VE GOT <i>Ral Donner (Gone)</i>	14	28 THE MOUNTAINS HIGH <i>Dick & Deedee (Liberty)</i>	48
9 DON'T BET MONEY HONEY <i>Linda Scott (Canadian-American)</i>	10	29 TRANSISTOR SISTER <i>Freddy Cannon (Swan)</i>	38
10 I LIKE IT LIKE THAT <i>Chris Kenner (Instant)</i>	4	30 I'LL SMILE AGAIN <i>Platters (Mercury)/Wanderers (Cub)</i>	35
11 TOGETHER <i>Connie Francis (MGM)</i>	6	31 MY TRUE STORY <i>Jive Five (Beltone)</i>	39
12 AMOR <i>Ben E. King (Atco)</i>	20	32 SOLITAIRE (SINCE YOU'RE GONE) <i>Embers (Empress)</i>	40
13 LET THE FOUR WINDS BLOW <i>Fats Domino (Imperial)</i>	19	33 I JUST DON'T UNDERSTAND <i>Ann Margaret (RCA Victor)</i>	50
14 TAKE GOOD CARE OF MY BABY <i>Bobby Vee (Liberty)</i>	53	34 A THING OF THE PAST <i>Shirelles (Scepter)</i>	17
15 DUM DUM <i>Brenda Lee (Decca)</i>	12	35 CRYING <i>Roy Robison (Monument)</i>	60
16 MY KIND OF GIRL <i>Matt Monroe (Warwick)</i>	11	36 A LITTLE BIT OF SOAP <i>Jarmels (Laurie)</i>	51
17 I'M GONNA KNOCK ON YOUR DOOR <i>Eddie Hodges (Cadence)</i>	21	37 HILLBILLY HEAVEN <i>Tex Ritter (Capitol)</i>	43
18 WHO PUT THE BOMP <i>Barry Mann (ABC Paramount)</i>	29	38 QUARTER TO THREE <i>U.S. Bonds (Legrand)</i>	23
19 DOES YOUR CHEWING GUM LOSE ITS FLAVOR <i>Lonnie Donegan (Dot)</i>	30	39 BLESS YOU <i>Tony Orlando (Epic)</i>	54
20 NEVER ON SUNDAY <i>Chordettes (Cadence)</i>	13	40 IT'S GONNA WORK OUT FINE <i>Ike & Tina Turner (Sue)</i>	41

1) One Summer Night
2) Without You
3) The Fish
4) Yellow Bird
5) Nag
6) I Wake Up Crying
7) Cupid
8) Water Boy
9) Let Me Belong To You
10) Don't Cry No More
11) When We Get Married
12) The Ball Weevil Song
13) Every Breath I Take
14) I'll Be There

55) Right Or Wrong
56) Little Sister
57) Princess
58) Mexico
59) Candy Man
60) Lonely Street
61) A Tear
62) Runaround
63) Sweet Little You
64) Now And Forever
65) Big Cold Wind
66) The Wizard Of Love
67) Back Beat No. 1
68) Years From Now

69) Summer Souvenirs
70) Starlight, Starbright
71) Lover's Island
72) Raindrops
73) What A Sweet Thing That Was
74) Kissin' On The Phone
75) The Astronaut
76) His Latest Flame
77) You Don't Know What It Means
78) Johnny Willow
79) Jeremiah Peabody's Pills
80) I Don't Want To Take A Chance

Hyland Fling



OLYMPIA LAKES, N. J.—One of the guest stars at Dick Clark's annual Splash Party was teen songster Brian Hyland. Pictured here (left to right) are Clark, Hyland, Sam Gordon, Hyland's manager, and Matty Singer, AmPar promo man in the Philly area. Hyland performed his chart-riding ABC-Paramount wax, "Let Me Belong To You."

Ernie Freeman

"CONQUEST"

and

"SWINGING PREACHER"

#5769

Imperial Records

Going Fast

"MY FUMBLING
HEART"

Jimmy Ives

C-2141

COMET RECORDS
a division of HERALD-EMBER
150 W. 55th St. N.Y.

YOUR NEXT HIT!

Billie Jean Horton

with

"OCEAN OF TEARS"

20th FOX #266

20th FOX

Broke In Chicago
and Spreading Nationally . . .

"I DON'T LIKE IT
LIKE THAT"

by

BOBBETTES

GONE RECORDS

1650 Broadway, N.Y., N.Y.

CAROL
IS A REAL
SWINGER

Too Much!

Del Roys

"LOVE ME
TENDERLY"

b/w

"PLEASING YOU"

Carol #4113

RELEASED

Carol Ann Stevens

"LONELY
HEARTED"

b/w

"HEART OF TOY"

Carol #4111

SOON TO BE RELEASED

Gothic's

"MY
DREAM"

b/w

"LOVE YOU TOO MUCH"

SOON TO BE RELEASED

Clarence Stacey
"JACK THE
RIPPER"

b/w

"IF YOU LOVE ME"

Carol Music Inc.

1619 Broadway, N.Y.C. 19, N.Y.

Phone CI 6-0145

Jerry Love • Ed Rashbaum

NEW YORK:

Jody Cameron, topper of the Valmor-Empress outfit beaming over the smash sales reports on the Embers' Empress bow, "Solitaire (Since You're Gone)" adding that he has two more big ones on Valmor with Cathy Jean's "I Only Want You" and the Roommates' "Band Of Gold." . . . Del-Fi & Donna's national sales & promo mgr. Earl Glickin in town long enough to drop a few pounds and tell us about his hot new items that include Johnny Crawford's "Your Love Is Growing Cold," Al McGee's "Oldies But Goodies Show" and the Caesar & the Roman's click, "Hully Gully Again." . . . Mercury's jet-speed A&R exec Shelby Singleton was heard to quip last week that "Jeremiah Peabody's Pills" are sellin' better than aspirin. Ray Stevens is the hit's salesman. . . . Rudy Valentine, formerly with the Crew Cuts, making his 1st appearance as a soloist on his Regalia bow, "Evening Star." Songster's with Variety Artists Corp.

Pathe deck, "Dixie's Land," at WMGM's 8/26 Palisades bash.

Jamie's Duane Eddy, whose latest couples "My Blue Heaven" and "Along Came Linda," cut for tunes from the up-coming flick, "A Thunder Of Drums," in which he stars. . . . Budd Prod.'s Ben Arrigo working away on Wink Martindale's "Black Land Farmer" (Dot) and the Lennon Sisters' "Sad Movies (Make Me Cry)" (Dot) among others. . . . Publicist Judith Stern, who returned last week from a Mexican vacation, was taken suddenly ill and rushed to Beth Israel Hospital (17th St. between 1st and 2nd Aves.) where she is in serious condition and under treatment for abdominal peritonitis. Here's hoping for a speedy recovery. . . . Kay Martin back from a 6 month stay with Jerry Lee Lewis & wife Myra in Memphis. . . . Palette's Irwin Robinson announced the label's first two fall releases: an authentic version of the Argentine hit, "Moliendo Cafe" by

CHICAGO:

Music lovers swarmed out to Soldiers' Field 8/19 for the 32nd annual Chicagoland Music Festival, sponsored by Chicago Tribune Charities, Inc. Headliners at the event were Louis "Satchmo" Armstrong, Frankie Avalon, the Kim Sisters and comic Alan King. . . . Donan Dist.'s weekend showing of the new Rock-Ola "Princess" phonograph and the Bally Bowler was highlighted by surprise appearances of popular recording artists Duke Ellington (Columbia), Johnny Tillotson (Cadence) and Norma Rivers (Vassar). . . . Pianist Don Drumm postcards from balmy Miami Beach where he's enjoying a brief respite from his club commitments. . . . Mercury's national promo chief Barney Fields flips over deejay Lucky Lawrence's (KRUX-Phoenix) novel idea regarding the lengthily titled Mercury newie "Jeremiah Peabody's Polyunsaturated Quick Dissolving, Fast Acting, Pleasant Tasting

a shot on Lounsbury's WBKB TV's (8/12), Johnny sped to Fort Wayne Ind. for a stint on WOWO followed by a trip to Kankakee for another hop then back to Chi for appearances (8/13) on the Dick Biondi and Gene Taylor (WLS) shows and a drop in at the Sherman Hotel for the Donan showing, before departing for St. Louis. Oops—we almost forgot—he also found time to get together with the Johnny Tillotson fan clubs presidents. . . . J. H. Martin Dist.'s topper Jimmy Martin and cohorts Morry Goldmar and Ronnie Bernstein, off to New York where they'll attend the London Records conclave. The distrib's noise makers include "What Should I Do" by Joe Tex (Dial), which is snaring plenty of airplay hereabouts, and the Lennon Sisters' latest waxing "Sad Movies Make Me Cry" (Dot). Bud Miller adds that Dot prexy Randy Wood is going all out for this one. . . . Oscar Brown Jr.'s "Kicks And Co." is set for the Crown theater in McCormick Place opening 10/7.



RUDY VALENTINE



LESTER LANIN



EMBERS



FATHER JOSEPH DUSTIN



LARRY STRONG



PHIL NARDONE

The Epic crew celebrated Lester Lanin's newest LP, "The Madison Avenue Beat," with an 8/17 trade-press cocktail party at Columbia's E. 30th St. studios. . . . Didja know that there's a banjo playing priest making the wax scene this week? Riverside has just released Father Joseph Dustin's "Songs Father Taught Me" LP and his "I Love Paris"—"Lover" single (from the album). Must be a swingin' congregation. . . . Bob Schwaid, of Music Makers, informs that the Fortune Tellers' "Song Of The Nairobi Trio," which broke out first in N.Y., is now happening all across the country. See! we still break records here! . . . Babs Gonzales dropped by to plug his "We Ain't Got Integration" Prestige outing. . . . Dick Kline, Vista Records eastern promo mgr., called to tell us that the label has two decks breaking out simultaneously in Hayley Mills' "Let's Get Together" (from the "Parent Trap" pic) and Annette's "Blue Mu Mu."

Freddy Mendelson flippin' over the action on Bobby Hebb's FM release, "Atlanta, Ga." especially in the Baltimore area. . . . Morris Diamond, national sales mgr. at Triodex, very hot on the Earls' Rome follow-up to "Life Is But A Dream"—"Lookin' For My Baby" and the Castle Sisters' "Come With Me"—"Treasure Of Love" duo. Gals are on the Glenn Miller Time TV'er. . . . MGM's Sol Handwerker infos that the MGM-Verve artists are appearing in the following towns: Herb Ellis (Verve) in a 8/7 opening at the Show Boat Lounge in D.C.; Sonny Stitt (Verve) at the Birdhouse in Chi, 8/16-17; Conway Twitty (MGM) at the Nightingale Ballroom in Menominee Falls, Wisc., 8/16; Phyllis Diller (Verve) at the Hungry i in Frisco, 8/21-9/16 and the "Fantastics" cast at the Blackstone in Omaha, Neb., 8/21-9/1. . . . The new Sail diskery has packed Phil Nardone and John Preston Gill and have set Sept. release dates for the artists. . . . Mills Music folks expecting Leo Diamond's Reprise bow, "Dream Of Olwen," to be filling the airwaves shortly. . . . Gloria Kennedy'll do her

Digno Garcia, and Monty Babson's first release, in the US, on the Palette label, "Blue Trumpet"/"My Faith Tells Me."

George Scheck returns to producing chores this month acting as executive producer of thrush-client Connie "Together" Francis' ABC-TV 9/13 spectac. Connie will star and play hostess on the one hour special which will feature Art Carney. Scheck's last production chore was years back with radio's "Startime Show" where he helped find Connie. . . . We hear from Mercury's Charlie Fach that the label's releasing a single on the Rich banner, reportedly kicking up a mid-west fuss. Side, by Cornell Blakely, is tagged "You Ain't Gonna Find." . . . For the 3rd time this year Columbia's Jerry Vale headlines at the San Su Su in Mineola, 8/18 & 19. . . . Carlton execs flippin' over the soaring sales figures on the Chantels' "Look In My Eyes" single and the immediate reaction to the Selma Diamond "Talk, And Talk, Etc." LP. Second issue of the label's PD Cues (Program Director's Guide) plugs the aforementioned decks. . . . Dick Haymes & wife Fran Jeffries in a current Copa stand.

Personality gal Jeanie Bennett informs that the Flares of "Footstompin'" Felsted fame, will be featuring lead voice Willie Davis—who is also part of the Peppers—who have "One More Chance" on Ensign. The Flares just wound up a whirlwind promo tour of Pittsburgh. . . . Capitol's Four Freshmen, after 8 years with GAC, have started their own booking agency, Viscount Int'l.—headed up by Fred Dale. . . . Bill Downs postcards from Dusseldorf, Germany that the folks there are real jazz lovers. . . . Brook Benton, whose latest for Mercury is "Frankie & Johnny," into the Howard Theatre in D.C. for a week stand, starting 8/18. . . . Ray Passman, of the Robert Mellin office, all excited over the new Conway Twitty MGM'er, "It's Driving Me Wild." . . . Steve Sheldon, Colony and Malibu Shore Club (Lido Beach) emcee, booked Bella artist Tommy Genova for future dates at the club. Tom's current release's tagged "The Lover."

Green And Purple Pills" (whew!) by Ray Stevens. Lucky whimsically distributed one thousand plastic pills (gum drops) to his listeners dubbing them "a prescription for good listening—recommended dosage 24 hours per day." . . . WCFL's Dan Sorkin, touring Greece with his wife Janet, is keeping his listeners informed of his activities via daily tapes which the station is airing in the 6-9:30 AM time slot.

Columbia promo whiz Granville White quips that thrush Dorothy Jones is taking a short hop to chartsville with her newie "Taking The Long Walk Home." Another of his stellar decks is "See About Me" by Don Covay. . . . Promo man Frank Scardino (Decca) is eyeing the top of the chart for Nick Noble who's headin' right up there with his latest effort "The Beat Of My Soul" (Coral). . . . During his recent visit here, Al Martino was feasted to a good old Italian dinner by hostess Anita of Sunny Italy Restaurant. Al's currently getting action with his Capitol re-release "Here In My Heart." . . . Near North News entertainment editor, John Quinlan, gets a byline in the new FM Guide. He'll do a chatter column on FM subjects. . . . Hugh Devlin of Alstate Dist. is pretty excited about the new Tobin Mathews offering "Think It Over" (USA) as well as potential clicks "What Fools We Mortals Be" by Bobby Day (Rendezvous) and "Conquest" by Ernie Freeman (Imperial). . . . It's always great to hear from music vet Erwin Barg who gave us a quick call last week to tout a couple of newly released sides, waxed by songster Frank Cherval, on the 20th Fox label. The titles are "My Own" b/w "What Did I Do?"

How's this for a schedule: Cadence star Johnny Tillotson planed into Chi on a promo tour 8/9. His initial appearance was at Art Robert's (WLS-Chicago) hop at Tippecanoe Lake, after which Jim Lounsbury (WBKB-WJJD) flew him to Benton Harbor for his hop and back to Chi for the Dick Williamson (WIND) show. After

Garlen Dist.'s hit roster spotlights "Solitaire" by The Embers (Empress); "Autumn In Cheyenne" by Al Caiola (UA) and local gal Joyce Davis' bow outing on UA tagged "Stop Giving Your Man Away." . . . Advance Dist. has added the Goldencrest label to its lineup. Al Avers has been covering the deejay circuit with the new Bobby Cisco etching "Blue Lights" (Glenn). . . . Gene Ammons and quintet, featuring Sonny Stitt, opened at Birdhouse 8/16 for two weeks. . . . John Doumanian, back in full swing at Capitol and carting what he terms surefire smashes "More Money For You And Me" by the Four Preps; "My Dream Come True" by Jack Scott and "Dinky Doo" by Eddie Bo. . . . Arnold's Ralph Cox is plugging away with "Whoa Mule" by Dickie Goodman (Rori); "What Did I Do" by newcomer Frank Cherval (20th Fox) and "The Spanish Twist" by Bill Haley & the Comets (Gone). . . . Potential winners over at Music Dist., according to Russ Bach, include "Devil In Velvet" by the Harptones (Cub) and "I'm So Lonesome I Could Cry" by Tommy Edwards.

HOLLYWOOD:

Skyla and Ray-Star Records expanding with the appointment of Bob Demail as general manager, and Dave Axelrod as A&R Director. . . . Joanie Sommers and Mort Sahl will headline the new show at the Crescendo, opening Sept. 7, for two weeks, and follow that date with a six week P.A. Concert tour. . . . Oaky Miller, former Philadelphia DJ, is the new promotion man for Diamond Distributing and working his first hit in Jimmie Rodgers' "The Little Dog That Cried." . . . Ann-Margret has been set to record her own composition, "Scooby do" during her next RCA-Victor recording sessions beginning September 15. Chet Atkins will back her musically, with Dick Pierce A&R'ing the session.

Kathy Linden has signed with Gene Brewer for personal management. Brewer is currently negotiating TV and movie deals for the thrush. . . .



RECORD RAMBLINGS

Liberty artist, Timo Yuro, currently riding high on the charts with "Hurt," was feted with a birthday party last week at her parents Alvtorns restaurant. . . . The Hickory label breaking with a big hit with "Sad Movies" by Sue Thompson getting a big play locally. . . . Henry Mancini has been set by RCA-Victor for a national tour in conjunction with "Henry Mancini Month" which is set for September. The composer-conductor will make radio and television appearances in Detroit, Cleveland, Chicago, and New York. . . . Meanwhile Victor has upped the release date of Mancini's score of "Breakfast At Tiffany's" to mid-September. . . . Jim Cunningham, formerly a member of the Twin Tones group, cutting his first solo effort, "Happy Wedding Day" for Columbia Records. Tune was penned by Cunningham and promoter Mike Borchetta. . . . Lester Lanin spent ten days on the Coast, covering Los Angeles, San Francisco, and Seattle to launch his new Epic album, "The Madison

HERE AND THERE:

PHILADELPHIA—Saul Lampert telegrams that Karl Hammel, Jr.'s "Summer Souvenirs" (Arliss) has busted wide open in town. Saul's distrib has been appointed to handle the Nike line and the Daylighters' "Bear Mash Stomp" 'cordin' to the label's Bob Catron, Jr. . . . Breaking big with Bob Heller are Don Sharp's "Tree Of Love" (Fern), Jay Fanning's "Your Girl" (Acme) and the Deans' "It's You" (Mohawk). . . . From Ted Kelleman (at Columbia distrib) comes word that Johnny Mathis is hot with his "Should I Wait" single and his "Portrait Of Johnny" LP. Ted adds that there's been immediate reaction to Sylvia Saynt's "A-Tisket A-Tasket." . . . New plug items from Ed Cotlar include Sue Thompson's "Sad Movies (Make Me Cry)" (Hickory), Fred Darian's "Rib-Bone" (Gardena) and Al & Ray's "Bring It Down To My House" (Dickson). . . . Fran Murphy items that her boss, Ed Bar-



SONNY STEELE



SONYA



DON SHARP

"Avenue Beat," in which he has set radio and TV commercials to dance tempos. . . . Pep Distributing has taken over distribution of Chancellor Records and Appolo Records for Southern Calif.

Herb Newman, Era Records prexy, thinks he has one of the hottest new talents around with signing of G. G. Gray to an exclusive recording contract. Era is also distributing the Gregmark record of "I Love The Way You Love," by the Paris Sisters. . . . United Artists recording stars, Ferrante and Teicher gave a one night performance at Hollywood Bowl, last Friday. . . . Lee Redman of Revolver Records recently cut four sides with new artist Larry Strong, with big orchestra backing, which are set for early release. . . . Gene Simmons reporting strong action on "Music, Music, Music" by the Sensations and "I Found A Million Dollar Baby" by Roger Craig, both on Argo Records. . . . Kay Stevens will wax her first Columbia album, "live" from the lounge of the Riviera Hotel in Las Vegas. Eli Bass and Bobby Kroll have been set to compose three original songs for the album. . . . Mike Stewart in town to spend some time with Harvey Geller before flying to Japan. . . . Capitol execs excited about pre-release reaction to Los Angeles Angels outfielder Albie Pearson's first recording effort due for release next week.

Gene Autry hosted a press DJ party at the Beverly Hills Hotel to introduce new Republic Records star Sonny Steele, whose first sides for the label were released last week. . . . Anita Bryant headlines her seventh state fair of the current season when she plays the Illinois State Fair. . . . Columbia excited about the reaction to Frankie Laines "Hell Bent For Leather" album, now their second biggest seller on the West Coast. . . . Louis Prima and Keely Smith continue to break records at the Desert Inn in Las Vegas with their new show, "Return Of The Wildest." Their Dot album of the same name containing routines from the show is one of Dot's big sellers. . . . Buddy Greco, who recently finished a West Coast tour, will be settling on the Coast shortly. His newest LP, "I Like It Swinging," getting big play locally.

sky, defended his champ golf title at the Woodcrest Country Club (N.J.) and won again. Fran (also) notes that the new biggies at Ed's place are Tommy Edwards' "My Heart Would Know" (MGM), the Fleetwoods' "(He's) The Great Imposter" (Dolton) and Dick & Deedee's "The Mountain's High" (Liberty).

PROVIDENCE—Ray Muff tells us that he ran a very successful promo stint at his Muffet's Record Shop involving Eddie Hodges and his "I'm Gonna Knock On Your Door" Cadence smash.

SHREVEPORT—Some of the hot ones with Stan Lewis' at Stan's Record Shop are Joe Stampley's "Creation Of Love" (Chess), Pat Boone's "That's My Desire" (Dot), Bobby Bland's "Don't Cry No More" (Duke), Johnny Nash's "I Need Someone To Stand By Me" (ABC) and Freddy Cannon's "Transistor Sister" (Swan).

DETROIT — Fortune's Devora Brown letters that Tony Valla & the Alamos' revival of the late Richie Valens' "La Bamba" is a big hit in town and spreading out.

SALT LAKE CITY — Recent top name attractions at the famed Lagoon Park include Frankie Laine, the Brothers Four, Fats Domino, Les Brown & Co., Brenda Lee and the Kingston Trio.

MIAMI—Latest plug item from the always-thinking-up-bright-ideas guy Eddie Lambert, at Florida Sales, is the pill bottle plug for "Jeremiah Peabody's Pills" by Mercury's Ray Stevens.

ASHLAND, KY.—The Fern outfit, this city, quite excited with Don Sharp's "Deep In My Heart"—"Tree Of Love" duo.

NASHVILLE—Dot A&R man Noel Ball thrilled with the national reaction to his discovery Sonya's label bow, "We Kiss In A Shadows" from "The King And I."

BOSTON — Tony Lori, Mercury's man at Dale Ent., speedi-memo's that Tina Robin's "Play It Again" is attracting top attention in his area and that it should be a top-of-the-chart contender real soon.

"Hurt" But Happy



HOLLYWOOD—To celebrate Timo Yuro's 21st birthday and her hit Liberty wax, "Hurt," her parents invited the Liberty exec staff and the press to a party at the family's Italian restaurant here. Top photo: Timo, A&R man Clyde Otis, who produced her session, chairman of the board Si Waronker and president Al Bennett. Bottom photo: Don Blocker, KFWB disk jockeys Hal Murray and Bobby Dale, Timo and Bob Skaff.



CONWAY TWITTY

sings

"IT'S DRIVIN' ME WILD"

b/w

"SWEET SORROW"

K-13034

A New Smash By

THE CLEFTONES
"FOR SENTIMENTAL REASONS"

Gee 1067

Quality
Not
Quantity

CADENCE RECORDS INC.

119 W. 57th St. N.Y.

Bigger Than Ever!

JERRY LEE LEWIS

"IT WON'T HAPPEN WITH ME"

&

"COLD COLD HEART"

Sun 364

SUN RECORDS

A TRIO OF
HOT NEW RELEASES

ON VEE JAY

"GOLDEN TEARDROP"

The
FLAMINGOS

#384

"I FOUND MY LOVE"

The
INFATUATORS

#395

"ONE MORE TIME"

(Part I & II)

by

BOWLEGS

#400



1449 S. MICHIGAN AVE.
CHICAGO 16, ILL.

new BIGHITS!



The Whole Of
HATTIE NOEL

DTL 823

HE'S FUNNY THAT
WAY- Redd Foxx

DTL 815

MY GIRL b/w ZORRO

The Silks

DOO462



Columbia Greet's Anita



NEW YORK—Columbia Records hosted a big deejay, trade and press party at the Sherry Netherlands Hotel here recently welcoming thrush Anita Bryant to the label. Photos show Anita (1) With Art Ford, WNBC disk jockey, (2) with Stan Z. Burns, WINS disk jockey, (3) being presented with a celebration cake by Columbia president Goddard Lieberman, (4) with Columbia promo man Frank Campana and WNEW jockey Dick Partridge, (5) with Norman Adler, exec veepee of Columbia.

London Kicks-Off Intensive Push On Initial 12 "phase-4-stereo" LP's

NEW YORK—London Records has begun its sales-promo campaign to establish its new "phase-4-stereo" line (its mono counterpart is tagged "sound-4-monophonic" high fidelity 1962), with \$100,000 earmarked for national advertising.

A feature of the program is a distrib deal, which kicked-off last week, that includes a buy-6-pay-for-5 discount (about 16 2/3%). The plan, which ends Sept. 15, involves the first 12 entries in the series (see below), both the mono and stereo versions, which were expected in some dealer hands at the close of last week. In addition to the 12 issues, there's a no-charge demonstration LP for dealer use.

The discount plans also includes: half payments in November and December, with a 2% cash discount; a 10% extra return privilege until December 1 (the dealer will be entitled to return an amount equal to 10% of his total program purchases on these items-on a dollar basis rather than item by item basis).

The LP's are being sold via a Pre-Pack, which contains 48 stereo LP's from the new line and 12 mono and one free stereo demonstration LP.

London will not "at this time" engage in local co-op ads, feeling it is preferable to put-over the new product by the national ad campaign.

Display kits, available free to dealers who order at least one Pre-Pack, contain a window display piece, two streamers, two browser cards, two phase-4 logos, 100 catalog leaflets and 12 phase-4 stereo LP jackets.

The national ads will be placed in such consumer publications (during September, October and November) as Time, Newsweek, Playboy, HiFi & Stereo Review, Esquire, High Fidelity, New Yorker, New York Times, Show Business, Saturday Review, Argosy, Schwann, American Record Guide and Scientific American.

London will send most of execs on the road to promote the line across the country. This will include a two-prong assault on cities, with one group to explain the line to distributors and dealers and the other to offer general promotion and publicity to stations, deejays and critics. Stations with stereo facilities will receive the stereo versions, while 3,000 AM stations will get the mono albums, with both being able to take advantage of special price offers on the stereo and mono sets.

For additional sales and promotional value, London is releasing, during the next six weeks, one single 45 from each of the 12 LP's.

At London's New York offices last week, the label's execs gave its distributors and press a detailed account of the new line and the program in its behalf, including impressive demonstrations of all the releases.

Veep Lee Hartstone noted that London, which bowed a stereo disk back in August of 1958, was looking for a new stereo technique, not a "me-too" concept, when it began the "phase-4" program last February. He said that London has had good stereo sales all along, and that sales of stereo product had stimulated sales of mono product as well.

Tony D'Amato, who was in charge of the "phase-4" project, which was conducted in England with American A&R-engineering guidance, described the technical features of the line, which he defined as "music selected, arranged and engineered especially for stereo." Elaborating on the definition, D'Amato covered what London holds to have been the first three innovations in the stereo field: 1. the attempt at concert-hall realism, the removal of the "middle" in stereo (e.g. Command) and the principal of movement (e.g. Victor's Stereo Action series).

D'Amato also explained the engineering feature of the "phase-4," which is highlighted by the cutting of various sections of the orchestra on four separate tracks, thus minimizing "leakage" (some is needed for well-rounded stereo) and enabling the London engineers to convert the four track results into regular two stereo with the most striking stereo effects. In addition, D'Amato laid-down seven rules in the selection of material for the "phase-4" series: two-theme construction (e.g. "Baia"); call-and-answer pattern (e.g. "Deep in the Heart of Texas"); lyric-title (e.g. voices on each side of the speaker); functional gimmick (e.g. train sounds in "Take the 'A' Train"); participation, a device employed to give the listener a certain psychological pleasure in being able to anticipate upcoming tempos (e.g. an Edmundo Ros reading of "Old Kentucky Home," which is done in a cha-cha-samba-cha-cha pattern).

D'Amato had selections played from albums which aided his explanation, including a selection from a "Pass in Review" LP, a strikingly life-like march band album in which the feeling of hearing a military march-band and a drill sergeant, both before a large audience, was achieved through the blending of each, cut separately, in a studio.

Marty Wargol, who heads the merchandising of the "phase-4" product, described the packaging of the product, which is highlighted by a book-type sleeve, with technical information on the inside and back-cover, and an attractive four-color design on the front. The front sleeves of the mono versions have a different design.

Hartstone said that the "1962" dating on the mono sets was an attempt to see if such a device could be successful in ridding retail shelves of old, "shoddy looking" packages.

London will start work this October on a second release of "phase-4" product in January.

The 12 LP's bowing the "phase-4" line are: Bob Sharples' "Pass in Review," Ted Heath's "Big Band Percussion," Edmundo Ros' "Bongo from the South," Stanley Black' "Exotic Percussion," Johnny Keating's Kombo's "Percussive Moods," Eric Rogers' "The Percussive Twenties," Ronnie Aldrich and His Two Pianos "Melody and Percussion for Two Pianos," Werner Muller's "Percussion in the Sky," Rudi Bohn's "Percussive Oompah," International "Pop" All-Stars' "Percussion Around the World," and "Twelve Star Percussion," Los Machucambos' "Percussive Latin Trio."

Big Summer Breakout!

"I
ONLY
WANT
YOU"

by
CATHY JEAN
VALMOR #1!

VALMOR RECORDS
225 W. 57th St. N.Y.C. JU2-5742
A Division of Countess International, Inc.

HIS LATEST SMASH!

Adam Wade
"AS IF I
DIDN'T KNOW"

COED 553

COED
RECORDS

1619 Broadway New York, N. Y.

Taking Off!

"A LITTLE
BIT OF SOAP"
The Jarmels
LAURIE 3098

Another "Rainin' In My Heart"

"HELLO
MARY LEE"

Lightnin' Slim

Going Strong!

"I'm Glad She's Mine"
"Lonesome Lonely
Blues"

LONESOME SUNDOWN
Excella 2202

NASHBORO RECORD COMPANY
177 3rd Ave., N. Nashboro, Tenn.



CANADIAN AMERICAN
RECORDS

Breaking Big

"MIGHTY GOOD
LOVIN'"

The Miracles

Tamla 54044

TAMLA RECORDS
2648 W. Grand Blvd. Detroit

Roulette Inks Dinah Washington

NEW YORK—Dinah Washington, the vet blues-pop stylist, will begin recording for Roulette Records on January 1, under terms of an exclusive pact announced last week by prexy Morris Levy.

Over the past few years, the performer, who will end a long tenure at Mercury Records, has extended her audience to the pop field with such hits as "What A Difference A Day Makes," "Love Walked In," "Unforgettable," "Bitter Earth," "Never Again" and, with Brook Benton, "Baby (You've Got What It Takes)."

"The acquisition of an artist of Dinah's stature," Levy said, "is to me personally one of the most significant and gratifying events in my career in the record business."

Along with the pacting of the thrush, Levy also announced that Roulette plans for the coming year include the signing of other "top names" and a general "cut-down" on

LP and singles releases "to gain full concentration and make the most of the material released."

Levy said he would assume a far more active part in the overall daily operation of the label, functioning more directly in sales, distrib relations, production, promotion and personally direct and supervise all phases of the label's activities on all levels.

A&R functions will continue to be handled by Henry Glover in the pop area, and Teddy Reig in jazz. Bud Katzel will remain in his overall sales capacity, working directly with Roulette distribs, while also heading the firm's advertising and publicity. Arnold Meyers will carry on as the label's art director, Rudy Traylor heads production and Howard Fisher continues as the firm's comptroller. Heads of all departments will report directly to Levy.

NARM Calls For Poly Wrapping Of All LP's

NEW YORK—A request that labels wrap their LP's with polyethylene or some similar material has been made by Larry Rosmarin, who heads the product improvement and standardization committee of the National Association of Record Merchandisers (NARM) and is also its secretary.

In a letter to all NARM members, Rosmarin, who has Record Distributing Co. in Houston, says that "the very reason" why all labels are not wrapping their product now is because of cost.

According to Rosmarin, it costs the manufacturer a maximum of 1½¢ to wrap each LP, while the minimum cost to the rack-jobber is greater than the highest cost to the label.

"Therefore," Rosmarin states, "the record merchandiser could and would absorb a portion of the manufacturer's cost."

"I am sure you know and fully realize that the record business has its cycles. Additional services will naturally increase business and will aid in stabilizing any downward cycle. Wrapping LP product will be an important additional service, rendered at an extremely low, low cost—based on dealers' cost it would figure less than ½ of 1 per cent. When you figure the extra 15%'s and 20%'s, etc., being offered in discounts, there should be another penny around that could be so well spent. We have heard it said that two different albums of about equal sales capacity—one wrapped and the other not—when offered to the record merchandiser, the record merchandiser would buy the one which is wrapped."

'Mancini Month' Promo Coming From 4 Directions

NEW YORK — "Henry Mancini Month" in September will see the combined efforts on behalf of the cleftor-conductor by his label (RCA Victor), Paramount Pictures, KTLA-TV, Hollywood and Concerts, Inc.

A new Paramount flick, "Breakfast at Tiffany's," starring Audrey Hepburn, with a score by Mancini, is due for local release late next month or early October, and Victor has the soundtrack. A song, "Moon River," with lyrics by Johnny Mercer, will be plugged by Paramount as the top song from the score.

Victor will promote both the "Tiffany" set and other Mancini albums.

KTLA-TV has obtained re-runs of "Mr. Lucky" and "Peter Gunn," both with Mancini music, which debut this week (21) and October, respectively. KTLA's part in the promotion will include announcements of the month-long salute, Mancini LP's as prizes in its audience participation shows and appearances by Mancini on interview shows.

Concerts, Inc. is sponsoring a concert at the Hollywood Bowl on Sept. 8 starring Mancini, The Limelighters and Julie London. At the concert, Mancini will debut his "Tiffany" music and also play excerpts from "Gunn" and "Lucky."

More Of Les



LOS ANGELES—Star jazz pianist Les McCann inks a three-year renewal of his exclusive Pacific Jazz contract as manager Olga James and Pacific Jazz prexy Richard Bock look on approvingly. McCann recently returned from France where he was a standout attraction at the Juan-les-Pins jazz festival.

New Capitol LP's; Int'l Series Discount

NEW YORK—Capitol Records is releasing nine LP's this week, including six Capitol-of-the-World entries, which are included in Capitol Record Distributing Corp.'s special discount on Capitol's international catalog, except the Christmas product.

Through September 15, the LP's will be available to dealers on the basis of one LP at half price for every one purchased at the regular price.

The international LP's are: "Mein Berchtesgadener Land" (Germany), "Martial Solal," French jazz pianist; "England's Eminent Reginald Dixon" (organ) (England); "Rainy Night In Tokyo"; "Brazil's Brilliant Joao Gilberto"; "Virgili of Italy," singer Luciano Virgili.

The other LP's include a rush-release of Tex Ritter's "Hillbilly Heaven," titled after the performer's pop-country singles hit; Robert Irving conducting the Philharmonia Orchestra of London in selections from Delibes' "Coppelia" and "Sylvia" ballet. Glazounov's "The Seasons" is performed by Irving and the Concerts Arts Orchestra.

Leslie Dist., N.Y. Goes Into Chapter 11

NEW YORK—After numerous efforts at a financial settlement with its creditors, Leslie Distributors, a leading one-stop in New York, last week went into Chapter 11. The Chapter 11 status effects only the Leslie one-stop operation in New York, and in no way involves Leslie's other operations throughout the country. Lou Boorstein, Leslie head, had no comment on the situation when reached by Cash Box.

Rainwater Joins Warwick As Artist-Producer

NEW YORK—Marvin Rainwater has joined the Warwick label as an artist and producer, along with prexy Morty Craft, of country and pop records for the Seven Arts combine, the parent firm. Rainwater formerly cut for MGM, where Craft previously held an A&R position. His first single is "I Can't Forget" and "Boo Hoo." Also just pacted to the label is blues singer Percy Mayfield, whose first sides, cut by Al Klein in Dallas, are being shipped out.

Candid To Cosnat In Cleve.

NEW YORK—Candid Records has appointed Cosnat in Cleveland as its distrib in that territory. Label is the jazz affiliate of Cadence Records.

PRESTIGE HAS THE HOT SINGLES

BABS GONZALES
"WE AIN'T GOT INTEGRATION"
204

ETTA JONES
"TILL THERE WAS YOU"
198*

GENE AMMONS
"NAMELY YOU"
201*

MILES DAVIS
"WHEN I FALL IN LOVE"
195*

WILLIS JACKSON
"CARELESS LOVE"
194

*AVAILABLE IN 45 & 33 RPM SINGLES
d.i.'s send for free copies

PRESTIGE RECORDS, INC.
203 So. Washington Ave., Bergenfield, N. J.

NEW RELEASES

NOTHING BUT GOOD
KEEP ON DANCING
Hank Ballard 5535

SAN-HO-ZAY
SEE SEE BABY
Freddie King 12428

BUTTERFLY
THIS FOOL HAS LEARNED
Charles Brown 5523

THE HAMMER
MOVIN' TIME
Amos Milburn 5529

PANIC
PARDON ME
Otis Williams 5527



1540 BREWSTER AVE. CINCINNATI 7, OHIO



Cash Box TOP TEN JUKE BOX TUNES (PLUS THE NEXT 25)

1—TOSSIN' & TURNIN' Bobby Lewis	Beltone 1002	1
2—MICHAEL—Highwaymen	United Artists 258	9
3—LAST NIGHT—Markeys	Sotellite 107	7
4—I LIKE IT LIKE THAT Chris Kenner	Instont 3229	3
5—LET'S TWIST AGAIN Chubby Checker	Porkway 824	4
6—QUARTER TO THREE U.S. Bonds	Legrond 1008	2
7—PRETTY LITTLE ANGEL EYES Curtis Lee	Dunes 2007	8
8—TOGETHER—Connie Francis	MGM 13019	6
9—WOODEN HEART—Joe Dowell	Smosh 1708	10
10—HATS OFF TO LARRY Del Shannon	Bigtop 3075	5

11) School Is Out	20) You Don't Know What	29) Who Put The Bomp
12) Dum Dum	21) I Foll To Pieces	30) Son Antonio Rose
13) Don't Bet Money Honey	22) A Thing Of The Post	31) Runaround
14) Never On Sunday	23) Roindrops	32) A Teor
15) Hurt	24) Cupid	33) Toke Good Core Of
16) I'm Gonno Knock On	25) Amor	34) Please Sloy
17) Boll Weevil Song	26) Seo Of Heortbreak	35) Does Your Chewing Gum
18) Yellow Bird	27) The Fish	Lose Its Flavor On The
19) Let The Four Winds Blow	28) Sacred	Bedpost Over Nite

FREDDIE SCOTT WHEN THE WIND CHANGES

JOY 255



JOY RECORDS CORP.
1619 BROADWAY, N.Y.C.

WOODEN HEART

JOE DOWELL SMASH
GUS BACKUS FONO GRAF
DAVE KENNEDY CUCA
Glodys Music, Inc.

I'M GONNA KNOCK ON YOUR DOOR

EDDIE HODGES CADENCE
Sismo Music, Inc.

LITTLE SISTER

ELVIS PRESLEY RCA VICTOR
Elvis Presley Music, Inc.

PLEASE STAY

THE DRIFTERS ATLANTIC
Eleventh Floor Music, Inc.

I WAKE UP CRYING

CHUCK JACKSON WAND
Beilindo (Conodo) Ltd.

HIS LATEST FLAME

ELVIS PRESLEY RCA VICTOR
Elvis Presley Music, Inc.

HILL AND RANGE SONGS, INC.
1619 Broadway, New York, N. Y.

Bert Kaempfert "NOW AND FOREVER"

Decca - 31279

Newest Release

Del Marino "I'LL NEVER BE THE SAME"

Scepter 1221

SCEPTER RECORDS

1650 B'way N.Y.

HAYLEY MILLS

"LET'S GET TOGETHER"

and

"Cobbler, Cobbler"

from: "The Parent Trap"

#F-385



ALBUM PLANS

Deals, discounts and programs being offered to
dealers and distributors by record manufacturers.

ANGEL

Fall program (for dealers who buy minimum of 30 LP's) allows discounts of 12%, 15% and 20% on special groups of catalog LP's. Includes deferred shipping plan.

ARTIA, MK, SUPRAPHON

"Summer Dividend"—Artia product is being made available to distribs-dealers at 1 free for every 3 purchased; MK & Supraphon product is being made available at 1 free for every 6 purchased. Both deals expire Aug. 31.

ATLANTIC & ATCO

15% discount on all Atlantic & Atco stereo and mono LP's, 100% exchange privilege. 30-60-90 payments. Expires: Aug. 31.

AUDIO FIDELITY

1 free LP with every 5 purchased on the entire AF catalog. Termination date has not been set.

BLUE NOTE

10% discount on the jazz label's complete catalog. Expires: Aug. 31.

CANDID

"Summer Jazz Bonus Program": Distribs get a 15% bonus in free goods on the label's entire catalog. Expires: Aug. 31.

CAPITOL

Fall program (for dealers who buy minimum of 50 LP's) offers 12% "special" discount instead of usual 2% cash discount. Coop ad allowance equal to 3% of program purchases is available. Expires: Sept. 30.

CAPITOL OF THE WORLD

Capitol's International series is available to dealers on the basis of half price for 1 LP for every LP purchased at regular price. Expires: Sept. 15.

CARLTON

"Summer Special"—20%-in-free-goods distrib bonus for the summer, including 20 new LP's that bow the Charlie Parker line and a "sound" label tagged Impact.

EPIC

"Fall Merchandising Plan"—15% discount on all catalog LP's. Expires: Sept. 16.

KAPP & MEDALLION

Fall LP program includes a 10% discount on all Kapp product, 15% on all Medallion LP's. Expires: Sept. 30.

KING

"Fall Dealer Re-Stocking Plan"—1 LP is given free to the dealer with every 6 purchased. If the order is for \$75 or more, there's a special dating plan for billing: 1/3 payments on Oct. 10, Nov. 10 and Dec. 10. Included are King, King International, Bethlehem, Audio-Lab and Kem. Expires: Aug. 31.

LIBERTY

The entire Liberty catalog (except the three Chipmunk LP's) are being made available under the following fall program: All orders backed-up by a 100% guarantee, returnable for full credit any time after Feb. 1, 1962; 1/3 payments in Nov., Dec., Jan. and Feb., 2% 10, EOM; a 10% discount will be taken off the face of the dealer's invoice on the entire order. Expires: Sept. 29.

LONDON

The first 12 releases in the label's new "phase 4 stereo" and "sound 4 monophonic high fidelity 1962" lines are being offered to dealers on a buy-6-pay-for-5 deal. Half payments are due in Nov. and Dec., with 2% cash discount. Expires: Sept. 15.

MERCURY

"Summer Sales Spectacular"—Free LP-EP offers on the label's pop, country, Perfect Presence Sound and Living Presence series plus an extension of the previous "Summer Sale-A-Rama" plan in which the firm's Celebrity Series will remain available on a basis of 30 records free for every 100 purchased. Mercury July 15 release is available on the basis of 1 LP free for every 6 purchased, and the entire PPS and LPS albums are available on the basis of 1 free for every 5 purchased in a like category. Expires: Aug. 31.

MGM

"Operation-Space Command"—Covers the entire LP catalog in which distrib buys 5 LP's and gets 1 free. Special dating privileges: 1/3 payments in Oct., Nov. and Dec. (if account is current) plus usual 2% for prompt payment. Special bonus offer features 50 LP's on 100% exchange until Oct. 31. Expires: Aug. 31.

PACIFIC JAZZ

"Pre-Fall Plan"—On a minimum order of 100 LP's, distribs get 2 free for every 10 LP's purchased. Expires: Sept. 24.

PRESTIGE

On the New Jazz line a 20% discount (plus usual 5%) is available until Sept. 8. Beginning Aug. 28 all Prestige LP's are being offered on a buy-10-get-2-free basis. Expires: Oct. 8.

REQUEST

For each 10 Request LP's purchased, Dealer is allowed to exchange 3 LP's of any other label. Also, LP's purchased under this plan are on 100% return privilege until end of year. Expires: Sept. 30.

ROULETTE

"Fall Festival"—Straight 15% discount on all LP purchases. Deferred 30-60-90 day billing to qualifying dealers. Expires: Sept. 25.

STARDAY

"Second Annual Country Music Spectacular Package Goods Sale"—50 LP's & 20 EP's are being offered to dealers on a 3-for-10 basis. Dealers can select 3 free LP's within the same price bracket for each 10 that are ordered either separately or accumulatively. Expires: Aug. 31.

TIME

Label's entire Series 2000 catalog is available on a buy-4-get-1-free basis. Expires: Sept. 15.

UNITED ARTISTS

Albums purchased for display in firm's new "Album of the Month" display rack entitles dealers to get 2 LP's free for every 10 purchased. LP's will be packaged in special set-up to specifically fit the rack.

WARNER BROS.

15% bonus on all LP's, except a \$1.98 "Flappers, Speakeasies, and Bathtub Gin" sampler, to distribs-dealers. Dealers entitled to receive 30, 60, 90 day deferred dating from their WB distribs. Expires: Sept. 22.



Cash Box Best Selling Albums

COMPILED BY CASH BOX FROM LEADING RETAIL OUTLETS—AUG. 19, 1961

MONAURAL

STEREO

	Pos. Last Week		Pos. Last Week		Pos. Last Week		Pos. Last Week
1		● SOMETHING FOR EVERYBODY Elvis Presley (RCA Victor LPM 2370; LPS 2370)	1	26		● MORE GREATEST HITS Connie Francis (MGM E 3942; SE 3942)	22
2		● GOING PLACES Kingston Trio (Capitol T 1564; ST 1564)	2	27		● RING A DING DING Frank Sinatra (Reprise R 1001; R9 1001)	23
3		● GREAT MOTION PICTURE THEMES Various Artists (United Artists UAL 3122; UAS 61220)	3	28		● CALCUTTA Lawrence Welk (Dot DLP 3359; DLP 25359)	26
4		● CAMELOT Orig. B'way Cast (Columbia KOL-5620; KOS-3021)	4	29		● G. I. BLUES Elvis Presley (RCA Victor LPM 2256; LPS 2256)	29
5		● YELLOW BIRD Lawrence Welk (Dot DLP 3389; 25389)	5	30		● TONIGHT IN PERSON Limeliter (RCA Victor LPM 2272; LPS 2272)	32
6		● TV SING ALONG WITH MITCH MILLER (Columbia CL 1628; CS 8428)	7	31		● HERE'S JONATHAN Jonathan Winters (Verve V 15025; V6 15025)	27
7		● QUARTER TO THREE U.S. Bonds (Legrand LLP 3001)	10	32		● MOMS MABLEY AT THE U. N. (Chess Ch 1452)	33
8		● EXODUS Movie Soundtrack (RCA Victor LM 1058; LSO 1058)	8	33		● GOLDEN PIANO HITS Ferrante & Teicher (Ultra Audio WW 7505; WWS 8505)	36
9		● JUDY AT CARNEGIE HALL Judy Garland (Capitol BO 1569; SWBO 1969)	11	34		● EBB TIDE Earl Grant (Decca DL 4165; DL 74165)	37
10		● NEVER ON SUNDAY Movie Soundtrack (United Artists UAL 4070; UAS 5070)	9	35		● FOUR PREPS ON CAMPUS (Capitol T 1566; ST 1566)	38
11		● CARNIVAL Original Cast (MGM E 3946; SE 3946)	6	36		● THE ASTRONAUT Bill Dana (Kapp KL 1238; KS 3238)	40
12		● STARS FOR A SUMMER NIGHT Various Artists (Columbia PM 1; PMS 1)	12	37		● PAUL ANKA SINGS HIS BIG 15 Vol II (ABC Paramount ABC 390; ABCS 390)	41
13		● SINATRA SWINGS (Formerly SWING ALONG WITH ME) Frank Sinatra (Reprise R 1002; R9 1002)	19	38		● SOMEBODY LOVES ME Ray Conniff Singers (Columbia CL 1642; CS 8442)	43
14		● YELLOW BIRD Arthur Lyman (HIFI L 1004; 1004)	14	39		● EMOTIONS Brenda Lee (Decca DL 4104; 74104)	34
15		● RICK IS 21 Ricky Nelson (Imperial LP 9152; IMP 12071)	13	40		● BOLL WEEVIL SONG & OTHER GREAT HITS Brook Benton (Mercury MG 20641; SR 60641)	44
16		● EXODUS TO JAZZ Eddie Harris (Yee Jay LP 3016; ST 3016)	15	41		● THE HIGHWAYMEN (United Artists UAL 3125; UAS 6125)	42
17		● KNOCKERS UP Rusty Warren (Jubilee 2029)	17	42		● TIME OUT Dave Brubeck (Columbia CL 1397; CS 8192)	48
18		● MOODY RIVER Pat Boone (Dot DLP 3384; 25384)	18	43		● RAY CHARLES & BETTY CARTER (ABC Paramount ABC 385; ABCS 385)	46
19		● THE SOUND OF MUSIC Original Cast (Columbia KOL 5450; KOS-2020)	16	44		● FANNY Soundtrack (Warner Bros W 1416; SW 1416)	45
20		● COME SWING WITH ME Frank Sinatra (Capitol W 1594; SW 1594)	30	45		● AIN'T THAT WEIRD Brother Dave Gardner (RCA Victor LPM 2335; LSP 2335)	—
21		● PORTRAIT OF MATHIS Johnny Mathis (Columbia CL 1644; CS 8444)	35	46		● SPANISH HARLEM Ben E. King (Atco 33-133; SD 33-133)	47
22		● ALL THE WAY Frank Sinatra (Capitol W 1538; SW 1538)	20	47		● JUMP UP CALYPSO Harry Belafonte (RCA Victor LPM 2388; LSP 2388)	—
23		● BOBBY DARIN STORY (Atco 33-131)	21	48		● STARLIGHT STARBRIGHT Linda Scott (Canadian American CALP 1005; SCALP 1005)	—
24		● GENIUS+SOUL=JAZZ Ray Charles (Impulse A 2; A52)	24	49		● I'M GLAD THERE IS YOU Gloria Lynne (Everest LPBR 5126; SDBR 1126)	50
25		★ ENCORE OF GOLDEN HITS Platters (Mercury MG 20472 *EP-1, 4029, 30)	25	50		● LOVE SWINGS Bobby Darin (Atco 33-134; SD 33-134)	—
1		● GREAT MOTION PICTURE THEMES Various Artists (United Artists UAS 61220)	1	26		● PORTRAIT OF MATHIS Johnny Mathis (Columbia CS 8444)	41
2		● CAMELOT Orig. B'way Cast (Columbia KOS-3021)	2	27		● ORANGE BLOSSOM SPECIAL-WHEELS Billy Vaughn (Dot 25366)	21
3		● GOIN' PLACES Kingston Trio (Capitol ST 1564)	3	28		● MAKE WAY Kingston Trio (Capitol 1447)	23
4		● YELLOW BIRD Lawrence Welk (Dot 25389)	10	29		● EXODUS Mantovani (London PS-224)	25
5		● EXODUS Movie Soundtrack (RCA Victor LSO-1058)	4	30		● SOUTH PACIFIC Movie Cast (RCA Victor LSO-1032)	27
6		● NEVER ON SUNDAY Movie Sound Track (United Artists UAS 5070)	5	31		● RICK IS 21 Ricky Nelson (Imperial IMP 12071)	30
7		● TV SING ALONG WITH MITCH MILLER (Columbia CS 8428)	6	32		● LA DOLCE VITA Original Soundtrack (RCA Victor Int'l FSO 1)	36
8		● STARS FOR A SUMMER NIGHT Various Artists (Columbia PMS 1)	8	33		● MORE ENCORE OF GOLDEN HITS Platters (Mercury SR-60252)	34
9		● SOMETHING FOR EVERYBODY Elvis Presley (RCA Victor LSP 2370)	7	34		● TONIGHT IN PERSON Limeliter (RCA Victor LPS 2272)	35
10		● YELLOW BIRD Arthur Lyman (HIFI 1004)	9	35		● SOMEBODY LOVES ME Ray Conniff Singers (Columbia CS 8442)	47
11		● JUDY AT CARNEGIE HALL Judy Garland (Capitol SWBO 1569)	12	36		● MOODY RIVER Pat Boone (Dot 25384)	32
12		● THE SOUND OF MUSIC Original Cast (Columbia KOS-2020)	14	37		● ON THE REBOUND Floyd Cramer (RCA Victor LSP 2359)	33
13		● CARNIVAL Original Cast (MGM SE 3946)	11	38		● G. I. BLUES Elvis Presley (RCA Victor LPS 2256)	37
14		● SINATRA SWINGS (Formerly SWING ALONG WITH ME) Frank Sinatra (Reprise R9 1002)	17	39		● TIME OUT Dave Brubeck (Columbia CS 8192)	40
15		● CALCUTTA Lawrence Welk (Dot DLP 25359)	13	40		● CARNIVAL & OTHER B'WAY HITS Mantovani (London LL PS 242)	38
16		● EXODUS TO JAZZ Eddie Harris (Yee Jay ST 3016)	15	41		● BELAFONTE AT CARNEGIE HALL Harry Belafonte (RCA Victor LSO-6006)	—
17		● COME SWING WITH ME Frank Sinatra (Capitol SW 1594)	26	42		● JUMP UP CALYPSO Harry Belafonte (RCA Victor LSP 2388)	—
18		● GENIUS+SOUL=JAZZ Ray Charles (Impulse AS 2)	18	43		● BOLL WEEVIL SONG & OTHER GREAT HITS Brook Benton (Mercury SR 60641)	45
19		● ALL THE WAY Frank Sinatra (Capitol SW 1538)	16	44		● ALL THE WAY Brenda Lee (Decca 74176)	—
20		● RING A DING DING Frank Sinatra (Reprise R9 1001)	19	45		● FOUR PREPS ON CAMPUS (Capitol ST 1566)	42
21		● ITALIA MIA Mantovani (London PS 232)	20	46		● RAY CHARLES & BETTY CARTER (ABC Paramount ABCS 385)	44
22		● PERSUASIVE PERCUSSION Terry Snyder (Command RS 800 SD)	22	47		● BRAZEN BRASS FEATURES SAXES Henry Jerome & Orch. (Decca DL 74127)	49
23		● EBB TIDE Earl Grant (Decca DL 74165)	29	48		● I'M GLAD THERE IS YOU Gloria Lynne (Everest SWBR 1126)	50
24		● MORE GREATEST HITS Connie Francis (MGM SE 3942)	24	49		● FANNY Soundtrack (Warner Bros WS 1416)	46
25		● GOLDEN PIANO HITS Ferrante & Teicher (United Artists WWS 8505)	28	50		● AL HIRT GREATEST HORN IN THE WORLD (RCA Victor LSP 2366)	—

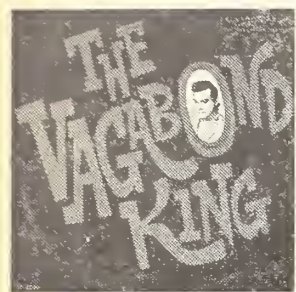
● Also available in Stereo

★ Also available in EP



ALBUM REVIEWS

POPULAR PICKS OF THE WEEK



"THE VAGABOND KING"—Mario Lanza—RCA Victor LM-2509

Mario Lanza, in one of his last recordings, is showcased in Rudolph Friml's lusty, spirited "Vagabond King." The soprano is Judith Raskin, with Constatine Callinicos conducting the ork and chorus. Selections here from the operetta include "Only A Rose," "Song of the Vagabonds" and "Someday." The multitude of Lanza fans have another disk to cherish.



"LOVE THEMES"—Ferrante & Teicher—Ultra Audio WWS 8514

The dual-pianists again in a "theme" idiom. Here they guide their keyboards inventively through a program that includes "Goodbye Again," "One Eyed Jacks," "Tara's Theme" and "Love Is A Many Splendored Thing." Ork, under direction of Nick Perito, accompanies tastefully. Commercially strong outing.



"A WHOLE LOTTA FRANKIE"—Frankie Avalon—Chancellor CHL 5018

Frankie Avalon's single disk career is reviewed with this collection. In it the young songster is heard on 17 selections including "Venus," "Why," "Bobby Sox To Stockings," "De De Dinah" and "Don't Throw Away All Those Teardrops." Potent teen offering.



"GENE McDANIELS SINGS MOVIE MEMORIES"—Liberty LST 7204

Memorable tunes that first saw light on flick screens are expertly reprised by the knowledgeable approach of talented songster McDaniels. Included are "Around the World," "Eternally," "Mona Lisa," "Young At Heart" and "Secret Love." An outstanding assemblage of songs in inviting new waxings. Could make a chart stand.



"LENA AT THE SANDS"—Lena Horne—RCA Victor LPM-2364

Onstage, a thorough professional who always delivers a polished, complete performance, Lena Horne always shines in on-location recordings. This time it's Las Vegas' Sands which provides the backdrop to her superb renditions of outstanding songs by Rodgers & Hart, Rodgers & Hammerstein, Harburg (all in medleys) plus "The Man I Love" and "Don't Commit the Crime." Marvelous entertainment by a true artist here.



"MEMORIES ARE MADE OF HITS"—Liberty LRP 3200

Liberty has put together a potent piece of teen merchandise in this collection of past years singles hits. The records speak for themselves: "Gonna Get Along Without Ya Now"—Patience & Prudence, "Corrina, Corrina"—Ray Peterson, "Sittin' in the Balcony"—Eddie Cochran, "Always"—Sammy Turner and "Bongo Rock"—Preston Epps.



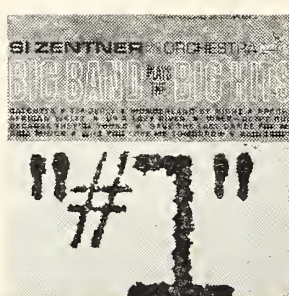
"ROMANTICA"—Martin Denny—Liberty LST 7207

Martin Denny's "exotic" sounds here take on the flavor of romantic lushness with the addition of strings and the subtle, colorful fabric woven by the arrangements utilized. The sparkling Denny instrumental inventiveness also is, of course, an important ingredient. Among the melodies are "And This Is My Beloved," "Magic Is The Moonlight," "My Reverie" and "Romance."



"MR. ENTERTAINMENT!"—Sammy Davis, Jr.—Decca DL 74153

The versatility and showmanship of Davis' multi-talented personality is excellently showcased in this Decca outing. The seven tracks on side one are devoted to the entertainer's most familiar public image—swinging, dancing, impressions—in a vaudeville-like setting. Tunes here include "Song And Dance Man," "How Are Things In Glocca Morra" and "Time After Time." The second side offers Sammy in four show-stopping Broadway settings, expressing a myriad of moods in difficult interpretations. He acquires himself admirably in "Soliloquy" (from "Carousel"), "Where Is The Life That Late I Led" (from "Kiss Me Kate"), "Gesticulate" (from "Kismet") and "Ya Got Trouble" (from "Music Man"). Big entertainment value.



"BIG BAND PLAYS THE BIG HITS"—Si Zentner and his Orch.—Liberty LST 7197

The precision Zentner ork, a swinging delight in every disk date, takes on a group of recent pop hits and endows them with additional life and spirit. It's an inventive review of such tunes as "Save the Last Dance For Me," "Will You Love Me Tomorrow," "Asia Minor" and "Calcutta." Serviceable deck, especially for dancing.



"BABES IN TOYLAND"—Disneyland DQ-1219

Billed as the "exclusive original version," this \$1.98 package contains 15 songs from the forthcoming Walt Disney full-length animated feature based upon the famed Victor Herbert musical. Performances, by an unbilled cast (imitative of the actual flick stars), are generally excellent in a juvenile-directed approach. Should do well with the kiddies and on racks. Precedes original cast LP.



"THE RIOTOUS, RAUCOUS, RED-HOT 20s!"—Joe Fingers Carr—Warner Bros. W 1423

Just plain old-fashioned wacky musical madness here. "Fingers" joins forces with such mad stereotypes as The Girls From The Club 16, The Harmony Boys and the Wildcat Jazz Band in satirical performances of 30 delectable items from the 20s including "I Love My Baby," "Paddlin' Madeline Home," "Lena From Palestrina," "Girl Of My Dreams," "Emaline" and "So Long! Oo-Long How Long You Gonna Be Gone." A delicious fun fest.



"THE GREAT JIMMIE LUNCEFORD"—Billy May—Capitol ST 1581

The great Jimmie Lunceford sound, pace-setter of the Swing Era, is reincarnated here with Billy May heading a studio band playing the authentic original charts. Everything is exactly as it was twenty years ago, right down to the band vocals and solo vocals (taken here by Trummy Young, Dan Grissom and Willie Smith). Tracks include such famed sides as "Tain't What You Do," "Well All Right Then," "Cheatin' On Me" and "Blues In The Night." Should do a tremendous business with band fans.



"I KNOW MY LOVE"—Salli Terri—Capitol SP 8556

The incredible warmth and genuine sincerity with which Salli Terri approaches folk music has earned her accolades. In this latest disk she continues in this direction with a collection of folk songs of love, masterfully interpreting such charming and beautiful songs as "Come All Ye Fair and Tender Ladies," "The Turtle Dove," "I Know My Love" and "I Know Where I'm Goin'." Accompanying here are varying combinations of a quartet of instrumentalists, including Laurindo Almeida. Outstanding issue.



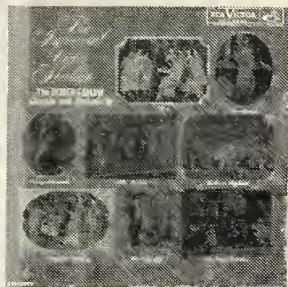
"EVERYTIME I FEEL THE SPIRIT"—Mahalia Jackson—Columbia CL 1643

The great gospel singer is back in top form for a real gospel outing. She has with her, her accompanist Mildred Falls and the sympathetic ork-chorus directing hand of Johnny Williams. Outstanding is the nine minutes of "The Love of God," a compellingly beautiful piece, as well as "Prayer Changes Things," "Rockin' In Jerusalem" and "Have You Any Time For Jesus." An especially gratifying album.



"DANCING ON SUNDAY"—United Artists UAS 6146

The interest in Greek music aroused by the popularity of "Never On Sunday" is capitalized on by the label in this sort-of-sequel to the best-selling soundtrack disk. The songs are by Greece's leading composers, including "Sunday's" Manos Hadjidakis, and are etched with inviting color by typically Greek instruments. Charming set; could click.



"THE IMMORTAL VICTOR HERBERT"—Robert Shaw Chorale & Orchestra—RCA Victor LM/LSC-2515

Schmaltzy or what have you, the melodies of Victor Herbert continue to charm—and how can anyone resist these lovely readings of some of the composer's most popular numbers! The excellent group, including fine solo turns, are backed by a full ork, with arrangements by vet musical-comedy orchestrator Robert Russell Bennett. Tunes include "In Old New York," "When You're Away," "Thine Alone," "Sweethearts" and "Ah! Sweet Mystery of Life."



"RADIO'S GREAT OLD THEMES"—Frank DeVol and the Rainbow Strings—Columbia CL 1613

Theme songs from 36 radio programs are appropriately lushly essayed by the DeVol Strings, evoking a wealth of memories of the sentimental "good old days" of radio. All the soap operas and comedy favorites are here, as well as numerous others that will be remembered, among them "Dr. Christian," "The Contented Hour," "Amos and Andy," "Eddie Cantor Show," "Bob Hope Show," "Our Gal Sunday" and "The Romance of Helen Trent." Great nostalgia set.



"MAGGIE'S THEME" Emanuel Vardi and the Medallion Strings—Medallion ML-7527

Flick theme's of recent vintage are read with rich lushness by the Medallion ork. Vardi lead off with his single outing, "Maggie's Theme," and follows through vibrantly with "Goodbye Again," "Exodus," "La Dolce Vita" and other listenable tracks. Good stereo effects complete a pretty instrumental picture.



"EXCITING SOUNDS OF THE SOUTH SEAS"—Leo Diamond, His Harmonica and Orch.—Reprise R 6002

The romantic aura of Island enchantment is flavorfully expressed through the medium of Leo Diamond's virtuoso harmonica stylings. In addition there are the usual assortment of steel guitars and other gentle rhythm and string instruments to enhance the mood. Tunes are the familiar "Beyond the Reef," "Pagan Love Song," "Now Is the Hour" and "Far Away Places." Enticing mood setter.



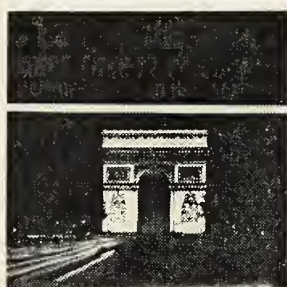
"BAWDY BARRACKS BALLADS"—Vol. 2—The Four Sergeants—ABC-Paramount ABC-381

The lusty, uncensored Four Sergeants are back with another volume of bawdy songs to titilate the senses. This time out they do suggestive justice to such ribald gems as "No Hips At All," "How the Money Rolls In," "She Had To Go And Lose It At The Astor" and nine others. They'll get no air play—but plenty of home play!



"SONGS I WISH I HAD PLAYED... THE FIRST TIME AROUND"—Sammy Kaye and his Orch.—Decca DL 74154

The sweet swaying rhythms of the Sammy Kaye band embrace a tuneful dozen evergreens that are associated with famed names of the past. They include "My Reverie," "I'll Never Smile Again," "I Understand" and "Got A Date With an Angel." They're essayed in the sentimental Kaye manner, with vocals by Ray Michaels, Laura Leslie and the Kaydets.



"C'EST MAGNIFIQUE"—Dance Time In Paris With Chauncey Gray and His Orch.—Riverside RLP 9705

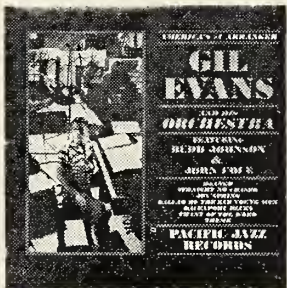
Continental flavored dance music in the familiar society-beat style is offered here by the sweet-sounding Chauncey Gray band. Fourteen selections in all, including the more familiar "La Seine," "La Vie en Rose," "April In Portugal" and "Lar Mer." Enjoyable adult dance fare.



"FABULOUS SONGS OF THE 30's"—Charlie McKenzie and his Twin Piano—Dot DLP 3377

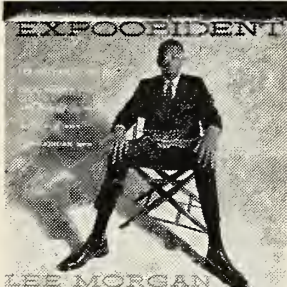
A pleasing listening/dancing package is offered by McKenzie's pianistic travels. At an easy, relaxed pace he surveys the 30's thru such tunes as "September In the Rain," "Body And Soul," "It's Only A Paper Moon," "Time On My Hands" and nine others. Good songs, fine technique, saleable package.

JAZZ PICK OF THE WEEK



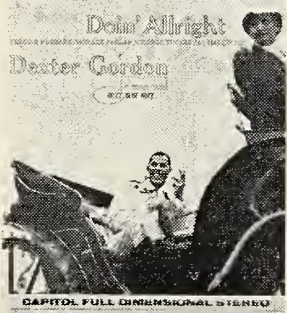
"GIL EVANS AND HIS ORCHESTRA"—Featuring Budd Johnson & John Cole—Pacific Jazz PJ-28

One of the more adventurous arrangers today, Evans fills his charts with imagination and individuality. Here, fronting a big band, he cleverly unfolds new looks at five jazz standards, one original and Tommy Wolf's "Ballad of the Sad Young Men." Solo spotlight is on Budd Johnson (tenor, clarinet), John Coles (trumpet), Jimmy Cleveland (trombone) and Steve Lacy (soprano sax), an odd combination that also indicates Evans' original thinking. A very modern big band set with enormous appeal.



"EXPOOBIDENT"—Lee Morgan—Vee Jay LP 3015

The warm, intelligently lyrical style of Lee Morgan continues to evoke more public awareness. In this outing he's teamed with Cliff Jordan (tenor) and Art Blakey (drums) among others, in performances of seven mixed-origin tunes that allow Morgan freedom in expressing several different moods. There's the bristling "Fire" (by Wayne Shorter), the sensitive "Easy Living," and the "down home" "Lost and Found" (by Cliff Jordan). Versatile display of talent.



"DOIN' ALLRIGHT"—Dexter Gordon—Blue Note 4077

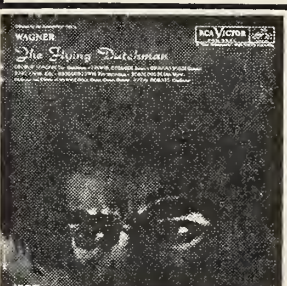
Influential jazz style-setter of the 40's, Dexter Gordon returns to the scene exhibiting again his big fat tone, his relaxed yet intensely inspiring manner. Surrounded by sympathetic support from Blue Note regulars Freddie Hubbard, Horace Parlan, George Tucker and Al Harewood, Gordon plays excellently here and with a knowledge of what's been happening the years of his absence. It's a virile, mature jazz date that indicates Gordon's back in top form again.



"MARTIAL SOLAL"—Capitol ST 10261

Disk debut of Parisian jazz pianist Martial Solal. Side one is the trio set up with Solal rendering five originals in a quick, precise Oscar Peterson-like manner. Side two he solos on six standards drawing at times on Tatumesque figures. To quote, he's got rhythm, lots of it, and a definite view towards jazz that maintains his playing at a consistent level. A proficient, talented newcomer to jazz piano ranks.

CLASSICAL PICK OF THE WEEK



WAGNER: "The Flying Dutchman"—George London, Leonie Rysanek, Giorgio Tozzi, Richard Lewis, Rosalind Elias, Karl Lieb, Antal Dorati conducting the Orch. and Chorus of the Royal Opera House, Covent Garden—RCA Victor LSC-6156

Only the third complete "Flying Dutchman" in the catalog, it is the first in stereo and features the most distinguished "names" of the three. The broad, sweeping vistas of the opera come to full realization in stereo and Dorati's experience (and huge success) in stereo recording enables him to take full advantage of the medium.

Kolsky Sells His Roulette Interests To Planetary Music; To Leave Sept. 1



JOE KOLSKY

NEW YORK—Joe Kolsky, who has served as Roulette Records' executive vice-president since the label's incep-

tion, has sold his interest in the label to Planetary Music Publishing, according to a joint announcement last week by Kolsky and president Morris Levy.

The settlement, which has Kolsky leaving his post on September 1, was reported by Levy as being "completely on an amicable basis." Price paid by Planetary, owned by Phil Karl, who has a previous financial interest in Roulette, was not disclosed.

Kolsky said last week that his immediate plans call for a short vacation, after which he would announce his future plans in the disk business.

Kolsky's first move in the industry was in 1955 when he became an exec of the Rama and Gee labels in partnership with Levy and George Goldner. During his stay at the set-up, Gee clicked big with Frankie Lyman and The Teenagers' "Why Do Fools Fall In Love" (Gee), and other hits by The Cletones (Gee) and The Heartbeats (Rama).

Goldner was bought out with the formation of Roulette, which, with Kolsky as sales and promotion head, came through with such hit performers as Jimmie Rodgers, Buddy Knox, Frankie Lyman, The Playmates, The Cletones, Joe Jones and others.

"Whatever success Roulette has enjoyed over the past years since it was first formed," Levy said last week in summing up his close relationship with Kolsky, "is due in a great measure to the tireless efforts on the part of Joe Kolsky."

Expect Francis Premium LP To Sell 5 Or 6 Million

NEW YORK—A Connie Francis premium LP is expected to have a sale of five or six million, according to General Harmonics & Video, producers of the album.

The LP, featuring oldies never cut by the lark before, will be sold together with Beecham's Brylcreem, already has an advance sale of 2 million units, the firm announced.

The premium will get a plug on the performer's September 13 TV spec over the ABC network.

Wil-Helm Agency Names Talent Head

NASHVILLE, TENN.—The Wil-Helm Agency, this city, has named Joe Taylor as its director of talent. Taylor will handle all contracts and sign all contracts for talent in the Wil-Helm stable. Firm represents, among others, The Wilburn Bros., Joe ("Wooden Heart") Dowell and Buddy Thomas.

MGM's Moretti On Latin Tour

NEW YORK—Gene Moretti, MGM Records international sales manager, arrives this week in Mexico (21), the first stop on a five week Latin American distrib inspection tour in which he will visit nine countries.

Moretti's tour which will include Venezuela, Brazil, Uruguay, Argentina, Colombia, Chile, Peru, and Panama is to strengthen existing MGM distrib ties and to establish Latin American distributorships for the Verve label.

However, the prime object of Moretti's tour is to acquaint distributors with the knowledge that Connie Francis will record in both Spanish and Portuguese for special release to the South American market.

Moretti will also meet with MGM Picture execs in each country to discuss MGM Records three album releases from "King of Kings," two of which will be recorded and released in Spanish and Portuguese.

MGM, Verve, Cub Pact 10 Attractions

NEW YORK—With the fall selling season just around the corner, MGM/Verve head Arnold Maxin last week announced the addition of ten artists to the MGM (five), Verve (one) and Cub (four) labels.

The move is designed, the label said, to "establish them just enough in advance of teen buyers' return from summer camps and vacations in September." Thus, the label has planned increased radio, dealer, one-stop and juke-box promotions to bolster singles sales for the new pacts and other artists on the three labels.

Inked to the MGM label are The Five Shades, a vocal group offering "One Hot Dog," Joe Leahy and his Orchestra featuring the Teen Starlets (who will also record as a separate group) with a novelty "The Honeymoon Machine," from the film of the same name, Somethin' Smith and The Redheads with "Ain't We Got Fun" and country artist Bill Carter with "Shot Four Times And Dying." On the Cub label, Arlene Martell bows with "My Heart Is Telling Lies Again," The Harpstones with "Devil In Velvet," The Dynamos with "Woh! Woh! Yea! Yea!" and The Stereos offer "I Really Love You." On Verve Randy Sparks sings "Fly By Night."

Seven Arts Adds New Trans-American Outlet

NEW YORK — The Trans-American distrib set-up, a subsid of Seven Arts Records, has added a fifth branch in the Baltimore-Washington-Richmond area, to be headed by Lou Kreftz, who will headquarter in Baltimore. The operation, under the direction of Marvin Browdy of the Cleveland branch, also has branches in Cleveland, Pittsburgh, Cincinnati, Indianapolis and Buffalo. The distrib carry the Seven Arts label, including its Warwick affiliate, and, in some cases, labels not connected with The Seven Arts set-up. Morty Craft is president of Seven Arts.

Fiesta Increasing International Output

NEW YORK—Fiesta Records, the popular Latin label, has been putting more emphasis on its international catalog of late and plans to expand it further in the months ahead, according to prexy Jose Morand.

Currently the label is represented by over 100 LP's that include Latin American and international music, including 16 LP's in the "I Remember..." series. This series contains material from Greece, Norway, Vienna, Hungary, Germany, Sweden, France, Japan, Holland, Ireland, Denmark, Lebanon and Russia. In addition, other albums spotlight material from Italy and Israel.

This month, the label will issue five albums headed by a Randy Carlos Pachanga LP. Future releases include music from Hong Kong, India and Yugoslavia in addition to the Latin releases.

Jule Styne Writes Tune For Mag's Anny

NEW YORK—"The Magic Age is Seventeen," a song written by vet cleffer Jule Styne (e.g. "Gypsy") to commemorate Seventeen Magazine's 17th anniversary, has been cut by 20th Fox's Johnny Restivo for release in September. The mag's September birthday issue will offer the deck to readers for 50¢. The deck will receive national promotion from both the mag and Restivo, who will make various personal appearances. Stanley Styne wrote the lyrics. Disk was produced by 20th Fox's Eddie Heller.



TOP 50 IN R&B LOCATIONS

		Pos. LAST WEEK
1	LAST NIGHT Markeys (Satellite 101)	2
2	TOSSIN' AND TUURNIN' Bobby Lewis (Beltones 1004)	1
3	SCHOOL IS OUT Gary "U.S." Bonds (Legrand 1009)	6
4	IT'S GONNA WORK OUT FINE Ike & Tina Turner (Sue 749)	4
5	I LIKE IT LIKE THAT Chris Kenner (Instant 3229)	3
6	DON'T CRY NO MORE Bobby Blue Bland (Duke 340)	5
7	LET THE FOUR WINDS BLOW Fats Domino (Imperial 5764)	7
8	AMOR Ben E. King (Atco 6203)	13
9	A THING OF THE PAST Shirley (Scepter 1220)	9
10	LET'S TWIST AGAIN Chubby Checker (Parkway 824)	8
11	MY TRUE STORY Jive Five (Bel-tone 1006)	15
12	PRETTY LITTLE ANGEL EYES Curtis Lee (Dunes 2007)	10
13	I WAKE UP CRYING Chuck Jackson (Wand 110)	16
14	HURT Timi Yuro (Liberty 55343)	21
15	DON'T CRY BABY Etta James (Argo 5393)	24
16	A LITTLE BIT OF SOAP Jarmels (Laurie 3093)	25
17	TAKE MY LOVE Little Willie John (King 5516)	27
18	I'M A TELLING YOU Jerry Butler (Vee Jay 390)	20
19	QUARTER TO THREE U. S. Bonds (Legrand 1008)	11
20	I DON'T WANT TO TAKE A CHANCE Mary Wells (Motown 742)	36
21	WHAT A SWEET THING THAT WAS Shirley (Scepter 1220)	18
22	AS IF I DIDN'T KNOW Adam Wade (Coed 553)	30
23	CUPID Sam Cooke (RCA Victor 7883)	14
24	YOU CAN'T SIT DOWN (Part 2) Phil Upchurch Combo (Boyd 3398)	23
25	SOLITAIRE (Since You're Gone) Embers (Empress 101)	31
26	HUMAN Tommy Hunt (Scepter 1219)	32
27	A TEAR Gene McDaniels (Liberty 55344)	26
28	RAINDROPS Dee Clark (VeeJay 383)	22
29	LONELY STREET Clarence Henry (Argo 5395)	42
30	TAKE FIVE Dave Brubeck (Columbia 41479)	34
31	PLEASE STAY Drifters (Atlantic 2105)	17
32	SAN-HO-ZAY Freddie King (Federal 12428)	49
33	WHEN WE GET MARRIED Dreamlovers (Heritage 102)	43
34	I'LL NEVER SMILE AGAIN Platters (Mercury 71847)	40
35	YOU DON'T KNOW WHAT IT MEANS Jackie Wilson (Brunswick 55219)	
36	THAT'S WHAT GIRLS ARE MADE FOR Spinners (Tri-Phi 1001)	19
37	NAG Halos (7 Arts 709)	45
38	HATS OFF TO LARRY Del Shannon (Bigtop 3075)	29
39	SUNDAY KIND OF LOVE Etta James (Argo 5393)	44
40	YEARS FROM NOW Jackie Wilson (Brunswick 55219)	41
41	BABY YOU'RE RIGHT James Brown (King 5524)	47
42	YA YA Lee Dorsey (Fury 1053)	
43	WATER BOY Don Shirley (Cadence 1392)	
44	I DON'T MIND James Brown (King 5466)	33
45	BRIGHT LIGHTS BIG CITY Jimmy Reed (Vee Jay 398)	
46	GUESS WHO Gladys Knight & Pips (Fury 1052)	
47	RUNAROUND Regents (Gee 1071)	28
48	CANDY MAN Roy Orbison (Monument 447)	
49	I NEVER KNEW Clay McPhatter (Mercury 71841)	48
50	MUSIC, MUSIC, MUSIC Sensations (Argo 5397)	

BLUE NOTE HAS THE HOTTEST Jazz Singles

GOING STRONG!

JIMMY SMITH

The World's Greatest Jazz Organist

MOTORIN' ALONG

BLUE NOTE 45x1769

SEE SEE RIDER

BLUE NOTE 45x1768

I GOT A WOMAN

BLUE NOTE 45x1767

WHEN JOHNNY COMES MARCHIN' HOME

BLUE NOTE 45x1766

BLUE NOTE

43 W 61st St. New York 23, N. Y.

The Hit Sound of ... GLORIA LYNNE IMPOSSIBLE THIS LITTLE BOY OF MINE

EVEREST
19418



101 Strings The World's First STEREO-SCORED Orchestra

BUSTED IN NEW YORK

*and Taking Off
Throughout The Country*

"JUKE BOX SATURDAY NIGHT"

by

Nino & The Ebb Tides

M-166

Madison Records

1650 BROADWAY, NEW YORK 19, N. Y.

Sid Brandt Exits MGM/Verve

NEW YORK—Sid Brandt has resigned as vice president in charge of sales and operations of MGM/Verve, prexy Arnold Maxin announced late last week. Brandt, with the MGM operation for the past two years, will announce his future plans shortly. Maxin said that Brandt's functions would be split into two categories,

Berman To Star In New Musical

NEW YORK—Shelley Berman, one of most successful of the comics who has turned to stints on LP's (Verve), will star in a new musical set for a Broadway bow next Feb. The vehicle is "A Family Affair," which was written by William and James Goldman and John Kander. Publisher is Sunbeam Music, which has the Bock & Harnick scores for "Fiorello!" and "Tenderloin." Berman was one of the features of the ill-fated 1959 revue, "The Boys Against the Girls."

The HOTTEST Album Of The Year
By The HOTTEST Singer Of The Year
MATT MONRO
"MY KIND OF GIRL"
 W 2045—W 2045 (ST)

 MORTY CRAFT, PRESIDENT
 701 SEVENTH AVENUE
 NEW YORK 36, N. Y.

Breaking Out
 Nation Wide
 "THE GUNS OF NAVARONE"
 by Joe Reisman
 Landa #674
 nationally distributed by

 JAMIE RECORDS

the new "howl" album!
Selma Diamond
talks . . .
 and talks and talks and talks
 and talks
 CARLTON LPX 5001

Breaking Big!!!
"THE BRISTOL STOMP" by The Doves
 Parkway #827
"I'LL BE TRUE" by The Orlons
 Cameo #198
 CAMEO/PARKWAY RECORDS, 1405 Locust St., Phila., Pa.

with Andy Miele handling all sales and marketing functions, and a new director of operations to be named soon.

In letter to distribs announcing the Brandt resignation, Maxin said: "Sid's invaluable contributions to MGM Records success in the past three years have won him an enviable reputation and many friends. We shall miss him. I know you will join me in wishing him continued success in his future endeavors."

Harry Belock Resigns As Head of Belock Instr., Everest Producer

NEW YORK—Harry D. Belock has resigned as president of Belock Instrument Corp., this city, which, in addition to its electronic set-up, produces Everest Records.

Carl M. Loeb, Rhoades & Co., a New York investment banking concern, has purchased from Belock a "substantial" amount of Belock's common stock holdings, thus making it the largest single holder of the firm's outstanding common stock.

Met Rules Out '61-'62 Season

NEW YORK—Because the Metropolitan Opera and Local 802, the musician's union here, failed to achieve harmony, opera lovers will not delight in a Met season for 1961-62.

The Met announced last week that there was "no longer a possibility" that the opera show would go on. Despite appeals from many, including President Kennedy, the Met and the union could not agree on new weekly wages for the members of the Met's orchestra, which the union wanted to up from \$170.13 to \$248.

The Met has cancelled only one season since its bow in 1883, and that was the result of a stage fire in 1895.

HOT NEW DANCE CRAZE!!
"FOOT STOMPIN' "
 (PART 1)
THE FLAIRS
 FELSTED 8624
FELSTED RECORDS
 ONE OF THE LONDON GROUP OF HIT LABELS

THE ORIGINAL Version
 by the writer
DICKY DOO
"A LITTLE DOG CRIED"
 UA #362
 UNITED ARTISTS
 7297th AVE. N.Y. 19, N.Y. 

Chet Woods Joins UA As Veep; Raker Upped To Sales Head

NEW YORK—Art Talmadge, vice-president and general manager of United Artists Records, last week announced two major personnel appointments.

Chet Woods, Talmadge said, will join UA, effective September 1, as a vice president. "Woods," said Talmadge, "has had a wide and successful background in the record business from a merchandising view and this experience, at both the manu-

facturer and the distributors levels, will be an invaluable addition to United Artists."

Woods was formerly vice-president of Mercury Records. Prior to that he was affiliated with Capital, then Columbia.

At the same time, Talmadge announced that Jerry Raker, for the past two years in charge of the eastern sales operation for UA, and for the past month in charge of the national sales, has been appointed national sales manager of the label, replacing Andy Miele, who recently left the post and moved over to MGM.

"The tremendous growth of UA during the past years," Talmadge said, "requires an experienced man to help our sales activities. Raker, who has so ably directed the selling activities of the label in the East for the past two years is thoroughly schooled in our policies, and has played a most important role in the firm's growth. We are certain he will be able to continue this growth as our national sales manager."

New Lanin LP Has 58 Commercials

NEW YORK—Lester Lanin's latest Epic LP is without a doubt his most commercial package so far. In fact, the LP, "Lester Lanin Plays The Madison Avenue Beat," contains performances of 58 familiar radio-TV commercial ditties in the Lanin society-beat manner.

Though an LP of this sort can run into programming difficulties, it's reported that stations are running contests in which listeners are being asked to identify the product that goes with the tune. Lanin hosted a party here last week (17) at Columbia's studios which served to debut the LP.

Stellar Names Musical Director

NEW YORK—Don Sanders and Joe Gottfried jointly announced last week that Herb Buchanan had taken over as musical director of their Stellar label, this city.

The agreement allows Buchanan to retain his present chores as musical director to Teresa Brewer. He has held similar positions with The Ames Bros., Peter Lind Hayes and Mary Healy.

Al Levine's New Firm To Service Korvette With Singles

NEW YORK—Al Levine, who just sold his interest in Ideal Distributing, this city, has just formed New Deal Record Service, also here, which has been named to service 11 Korvette stores with singles, considered a big retail chain store prize.

Dave Rothfeld, Korvette merchandising manager, said last week that the Levine appointment was a "great boom to the record department." Levine's disk experience, Rothfeld added, would enable the Korvette outlets to maintain racks which contained the most saleable singles. Levine will service Korvette with both current successes and standard items.

A feature of Levine's service to the Korvette outlets, which does not include branches in Harrisburg, Pa. and Hartford, Conn., will be Korvan, a truck that will be equipped with the latest singles merchandise and move from store to store.

Levine said that his firm will also service a Korvette store due to open on September 1 in Audabon, N.J.

Levine is the sole owner of New Deal Record Service. Levine is being assisted by Dave Lasher, who is familiar with the mobile-type set-up, Levine noted.

A spokesman for the diskery said last week that it was too early to know what effect the transaction would have on the label.

Belock, who formed the firm in 1950, will stay with the company as a director and a consultant. A search for a new president is now being made. Edward H. Weitzen, with Carl M. Loeb, Rhoades, has been elected a Belock director and chairman of the Belock board's advisory committee.

Financially, the fiscal year ending last October 31 showed a net loss of \$424,000 in contrast to a net profit of \$349,000 the year before. The loss sustained by the disk division more than offset a profit the firm made in its non-commercial ventures, of which about 95% of sales go for various military devices.

For the six months ended last April, a net loss of \$357,000, compared to a profit of \$90,835 for the previous period, was reported.

Camden Issues 7 "Best Buys" For Sept.

NEW YORK—RCA Camden is offering seven LP's in its "Best Buy" program for September.

There is one LP each by the Living Strings and Living Voices, and another which, for the first time, combines both. The separate LP's are "The Living Strings Play Hit Motion Picture Themes," "The Living Voices Sing Songs of the West" and the teaming is "Living Strings & Living Voices in Music of George Gershwin."

The other LP's include: "Perry Como Sings Merry Christmas Music," "Robert Merrill Sings 'The Whiffenpoof Song' & Other Favorites," "The Southern Cannonball—Hank Snow" and "Beltran Plays Cha-Cha."

A major ad and promotion program is set for the releases, including dealer ad mats for local newspaper ads, in-store point-of-sale material such as a new 6-page Camden catalog supplements. Fred Astair Dance Studios across the country will use the new Beltran LP for instruction and the LP itself will be displayed in their studios.

Daily Is New UA Distrib In Houston

NEW YORK—United Artists Records last week announced the appointment of H. W. Daily, Inc., as its new distrib in Houston. The appointment becomes effective immediately.

The Daily appointment, a part of the expansion of the sales and marketing program now underway at UA, was set by Jerry Raker, newly-appointed national sales manager.

ARMADA Meet Sets Year's Program

NEW YORK—The groundwork for the most ambitious program in the history of ARMADA was set-up at a special meeting of the organization's executive board here last Friday (18). The day-long session, which got underway at a breakfast meet, and continued through the entire day, was highlighted by the attendance of a group of newly-appointed distrib and manufacturer members of the expanded board.

Art Talmadge, now in his second term as president of ARMADA, presided at the meeting, which saw the board implement its roster to include Archie Bleyer, Cadence Records; Leonard Chess, Chess Records; Fletcher Smith, Stereoditties; Bobby Shad, Time Records; Henry Droz, Arc Distributing; John Kaplan, J & K Distributing and H. W. Daily, Houston distributor.

The meet opened with a report from Talmadge summarizing the Miami Beach convention last June, and a financial report which was given by Talmadge due to the absence of Harry Schwartz, treasurer who was unable to attend the meeting. ARMADA activities from the conclusion of the convention to date were covered by Jordan Ross, executive secretary.

Rounding out the report session was Sigmund Steinberg, ARMADA's chief legal counsel, who explained the status of current and upcoming counterfeiting prosecutions in California and New York; the progress being made on the legislative fronts both at the State and the national levels, and the role ARMADA was playing in seeking enactment of this legislation in all areas.

Following the reports, the executive board went into the main business of the meeting, the discussion of, and implementation of the ARMADA activities for the coming year.

Heading the upcoming year's activities will be a drive to build the membership rolls of ARMADA at both the manufacturer and the distributor level. Ross reported that since the convention a number of new members had been signed up by ARMADA, but that the surface has only been scratched in this regard.

To bring ARMADA closer to its present membership by allowing them an opportunity for greater participation in the over-all program, and to foster new membership drives at the local and regional levels, Talmadge proposed that ARMADA, for the first time in its history, plan a series of regional meetings, with a maximum of four for the year, at which regional vice-presidents and national officers would meet with the membership from that area. This plan was enthusiastically greeted by the board, and planning in this regard will start immediately with Jordan Ross handling.

Hometown Honor



SHREVEPORT, LA.—Billie Jean Horton autographs photos and copies of her 20th Fox disk, "Ocean of Tears," during a personal appearance for hometown fans at Ram Recording Studios and Record Shop here.

Among the other projects which were under discussion at the Board meeting were dealer education, including merchandising and promotion as well as assistance for dealers in training sales personnel; continuation of the buying power index (BPI) study, which has met with extensive and enthusiastic receptions since the initial proposal was introduced at the convention; use of dealer point-of-purchase materials, with a study to be conducted on the various aspects of this promotion by manufacturers and distributors, and the implementing of ARMADA's First Annual Award program.

Talmadge expressed his appreciation for the large turn out and the full cooperation which was extended by the entire board and the officers. Others who were in attendance included Nelson Verbit, Bob Chatton, Harry Apostoleris, Bill Shockett, Amos Heilicher, Ahmet Ertugen, Sam Phillips, Ewart Abner, Al Bennett and Norman Weiser.

Columbia To Cut "Subways" LP; Sinatra Deal Off

NEW YORK—Columbia Records will cut the original-cast LP of the upcoming musical, "Subways are for Sleeping," not Reprise Records as previously reported. It is understood that the \$1 million deal by Frank Sinatra, head of Reprise, for original-cast and movie rights to the musical did not materialize. A Columbia exec assured Cash Box that the label would cut the cast LP. The film rights to the show are still open.

Show, by Betty Comden, Adolph Green and Jules Styne, bows this fall, with Carol Lawrence and Sidney Chaplin in starring roles.

Victor's Avakian On Business Trek Abroad

NEW YORK—George Avakian, RCA Victor Records' pop A&R manager, left the U.S. last week for a two-week business trip to London, Paris and Berlin, where he will cut sessions and make presentations for Victor's "Best Buy" program.

In London, Avakian will supervise the recording for RCA Victor of "N. Y. Export: Opus Jazz" and "Events," the two ballets written by Robert Prince for Jerome Robbins that received international acclaim when premiered by the Ballets U.S.A. Company in Spoleto last year. These works scored successes in Paris and London this year, and are scheduled to open in New York in December, at the end of the current European tour. Prince will conduct the Ballets U. S. A. Company Orchestra at the London recording sessions.

In Paris and Berlin, Avakian will join with Dario Soria, RCA Victor division vice president of commercial records liaison, and Arnold Klein, manager of record sales and merchandising (Europe), at convention meets of Western European RCA affiliate execs and help in the presentation of Victor's 1961 "Best Buy" product.

Prestige LP Deal

NEW YORK—Prestige Records has announced a buy-10-get-2-free LP deal on its entire catalog, including its International, Bluesville and Swingville labels. Deal begins August 28 and ends October 8.

Judy Returns To Atlantic City

NEW YORK—Judy Garland, along with Mort Lindsay and his 30 piece orchestra, has been booked for a return engagement, Sept. 3, at Convention Hall in Atlantic City, following her successful stand there on Aug. 4. Producers of the show are Sid Bernstein and John Drew, who co-produced the Music At Newport show, which also featured the performer.

Monteaux Is New Head Of London Symph.

NEW YORK — Pierre Monteux, the famed octogenarian conductor, has been named the head conductor of the London Symphony Orchestra, without a permanent conductor since 1954. The 86-year-old artist, who was born in France, but makes his home in the U.S., will initiate his new duties this October. It is understood that the orchestra will continue to make appearances and record with other conductors.

Labels For Delta's Branch In PR

NEW YORK—Tony Rivera, who just formed a branch in Bayamon, Puerto Rico for Delta Record Distributing set-up in Albany, has announced the following labels that the new outlet has lined-up so far: Amy, Audio, Booke, Sue, Coed, Carlton, Swan, Warwick, Prestige, Laurie, MMO, Somerset, Savoy, Blue Note, ARDCO, Scepter, Segway, Stereoditties, Starday, Artia, Riverside and Amfile.

Golden Crest Moves For Pop Singles Fame

NEW YORK—Golden Crest Records is making a strong move for pop singles recognition with new talent, part of an overall talent search, new execs and promotions. In addition to its own drive for new talent, the label has opened its doors to agents and managers who have new, unrecorded talent.

Cy Levitan, formerly A&R sales manager, has been upped to exclusive A&R work for the label and will have supervisory control on the LP and singles operation.

Saul Cohen, formerly sales manager of Laurie Records, has joined the firm as sales manager. Cohen will concentrate his activities in the Singles field.

Singles set for release in the near future feature such new pacts as the Mellodeers, ("Her Letter"), Cy and the Cyclones (Blacksmith Blues"), and Sterly Singleton and The Rockin' Dukes ("Cross Current").

The Label, owned by Clark C. Galehouse, is able to make these expensive moves due to the recent public sale of stock.

New Chancellor Distrib In L.A. Is Pep

NEW YORK—ABC-Paramount Records has named Pep Record Sales, L.A., as the distrib for its Chancellor Label in that area, replacing Diamond record distributors, although L.A., which will still continue to handle the other Am Par lines (ABC Paramount, Command, Grand Award, Westminster, Apt). The distrib, aided by Abe Diamond, dropped Chancellor after what was described as "amiable discussions."

Warwick Issues English Hit

NEW YORK—Warwick Records has released her Star English Thrush Petula Clark's current English hit, on the Pye label, "Romeo." The tune written by Vet Cleffer Robert Stolz, with an English lyric by Jimmy Kennedy (composer of "Red Sails in the Sunset"), is published in the U.S. by Edward B. Marks Music.

SMASH SINGLES!!

NEW RELEASES

THE GIRLS IN MY LIFE

B/W

COME ON BABY

by

Joe Hinton
BACKBEAT 535

BYE BYE BLACKBIRD

B/W

YOU OUGHT TO KNOW HIM

by

Jackie Verdell
PEACOCK 1905

Another Great Peacock Spiritual

THE DENIAL

B/W

O SEND THE FIRE

by

The Stripes of Glory
PEACOCK 1837

Watch For This Great
New Spiritual LP by
The World Famous
PILGRIM JUBILEE
SINGERS

"WALK ON"

PLP 105

PEACOCK RECORDS, INC.
2809 ERASTUS STREET
HOUSTON 26, TEXAS
ORchard 3-2611

LONG WEAR

Dynamics in Record Plating
The latest equipment and standards
are being used to meet your demands for:

UNSURPASSED QUALITY & SERVICE

Jack Berman
(Tel: EX 2-4718)

STAMPER CORP.

36-41 36th St., L.I.C., N.Y.

WATCH THIS ONE!

TEASIN - MELODY

B/W

A NEW VERSION OF

MARCHETTA

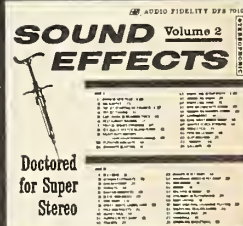
Savoy #1604

SAVOY

RECORD CO
NEWARK, N. J.

AUDIO FIDELITY RECORDS

DFM
3010
DFS
7010
NEW



SOUND EFFECTS ALBUM!

RECORD LABELS

are our Specialty • Service our Motto

COMMERCIAL — TRANSCRIPTION LABELS

REGULAR OR PRESSURE SENSITIVE

PHONE: HYacinth 7-2320

PROGRESSIVE LABEL CO.

286-290 Stanhope St., Brooklyn 37, N. Y.

Denny And Duke In Don Deal



HONOLULU—Martin Denny (seated, right) inks a reputed quarter million dollar entertainment deal with Duke Kahanamoku (seated, left) to become effective September 1st when Duke takes over the famed Waikiki nitery, Don the Beachcomber's. Observing the proceedings are Bob Hoffman (left), Duke's executive manager, and Arnie Mills, Denny's personal manager.

Mills ★ **HIT REMINDERS**

DOES YOUR CHEWING GUM LOOSE ITS FLAVOR

Lonnie Donegan and His Skiffle Group—DOT

"THAT'S MY DESIRE"

Pot Boone—DOT

Mills Music, 1619 Bway., N. Y. 19

DIRECTIONAL

THE MIRACLE OF SOUND IN MOTION

BIG BAND

III SOUND III

A PRODUCT OF PREMIER ALBUMS, INC.
356 W. 40 St., N.Y.C.

BREAKING BIG In
New Orleans—Chicago and Boston

"KOKOMO ME BABY"

by
Danny Boy

TIFCO #824

TIFCO RECORDS
Tifton, Ga. (Phone 242)

TODAY'S THE DAY
and
CRAZY OVER YOU

by
MAUREEN GRAY

C-1082

Chancellor

Distributed by AM-PAR Record Corp.

ADD TO DIRECTORY

Please make the following additions and corrections to the Aug. 5 Cash Box Directory Issue.

RECORD MANUFACTURERS

- Carib Records
Box 174
Nassau, Bahamas
- DC Records
1129 Vermont Ave., N.W.
Washington 5, D.C.
- N. V. Fonior
Brussel 8, Belgium
A&R Manager should be Peter Plum
- Ford Records
P.O. Box 78
Radio City Station
New York 19, N.Y.
- Italdisc
521 Fifth Ave.
New York 17, N.Y.
- MMC Records
P.O. Box 967
Madison 1, Wisc.

MUSIC PUBLISHERS

- Claiborne Music (BMI)
4000 Montpelier Rd.
Rockville, Md.
- Peter Plum Publications
1, Bd. M. Lemonnier
Brussels 1, Belgium
- Symphony House Music (ASCAP)
507 Fifth Ave.
New York 17, N.Y.

RECORD DISTRIBUTORS

- Helm Album Sales, Inc.
355 Madison Ave.
New Milford, N.J.
(Boston, DeWitt, Fargo, Moppet, Shaker, Sheraton.)
- Mackay Record Distributors Ltd.
100 Richmond St. E.
Toronto, Ont.
Should be Max J. Zimmerman



ALBUM SURE SHOTS

● AVAILABLE IN STEREO

★ AVAILABLE IN EP



● RAY CHARLES AND BETTY CARTER

(ABC Paramount ABC 385; ABCS 385)



● AIN'T THAT WEIRD? BROTHER DAVE GARDNER

(RCA Victor LPM 2335; LSP 2335)



● JUMP UP CALYPSO HARRY BELAFONTE

(RCA Victor LPM 2388; LSP 2388)

SORD Files Trade Practice Rules With FTC

GARDEN GROVE, CALIF.—The Society of Record Dealers of America (SORD) has filed an application with the Federal Trade Commission (FTC) for a trade practice conference for the disk industry and with it a set of proposed trade practices rules as standards for labels, distribs and retailers.

Howard M. Judkins, president of the association who announced the move, said SORD had taken this step in an effort to "put an end to unfair methods of competition, unfair and deceptive acts and practices and other

illegal acts prohibited by the Federal Trade Commission."

"Time has come," Judkins said, "when favoritism, preferential discounts and treatment, fictitious and deceptive prices, false advertising, prohibited discrimination and other illegal practices, which create chaos in our industry, must go. This is the first major step taken by any segment of the industry to clean house, and we welcome the cooperation of all retailers, distributors and manufacturers in establishing a set of rules which apply existing laws to our industry."

The rules were drafted by attorney Dudley A. Weiss of Mahony, Weiss, Brock & Davlin, Boston, who is acting as counsel for SORD in the FTC proceedings. A conference of all interested parties is expected if the FTC proceeds with the application.

Copies of the proposed rules are available from SORD, Room 905, 10 State St., Boston 9, Mass.

Capitol LP Offers Lyric Contest

NEW YORK—A new Capitol LP has songs in need of words, which the label hopes to get via a special contest.

The LP, Jack Marshall's "Songs Without Words," contains instrumental versions of ten new tunes, 6 pop, 2 country and 2 rock 'n roll.

Contestants will vie for: 10 winning lyrics to be published under a song-writing pact; 10 \$500 cash advances to be awarded against royalties; 3 bonus winners to be recorded by a Capitol artist. Details and entry blanks for the contest, which closes January 31, are included on the LP's inside-sleeve.

The pop tunes were written by Gene de Paul, Jay Livingston and Ray Evans, Jimmy McHugh, Johnny Mercer, James Van Heusen and Harry Warren. The country entries are by Audrey & Joe Allison and Cindy Walker. The rock 'n roll material is by Barry DeVorzon and Winfield Scott.

Guard Officially Exits Kingstons; Name New Member

NEW YORK—As reported some months ago, lawyers for The Kingston Trio officially announced last week the departure from the group of Dave Guard, who is being replaced by John Stewart, formerly of the Cumberland Three, another folk-type group. Stewart, who plays banjo and guitar and sings bass and baritone, had previously arranged some of his own songs for the Kingstons. Guard is forming his own group, which is set to bow next Jan. He leaves Nick Reynolds and Bob Shane, who retain the Kingston name.



AUSTRALIA

Jim Sutton, general sales manager of Australian Record Company, advises that ARC will launch the United Artists label right across the nation on September 1. The launching will be accompanied by special trade functions in each State towards the end of August to review the premiere release. The initial release—all Ultra-Audio albums in both mono and stereo will consist of "Cozy" by Steve Lawrence and Eydie Gormé; "Golden Piano Hits" with Ferrante and Teicher; "Mr. Percussion" by Terry Snyder and "Echoing Voices and Trombones, Guitars Woodwinds and Bongos" by Al Caiola. At first, ARC planned to release the "Sound Series" in stereo only but as Jim pointed out, this material has such tremendous potential airplay-wise, it was decided to make dual mono and stereo releases. All United Artists albums will retail at 52/6 in line with ARC's Coronet and Warner Bros. albums. The Sydney launching of the UA label will take place on board the Royal Dutch Mails liner "Johan van Oldenbarnevelt," which will be moored at Sydney's Circular Quay on August 24. The UA disks will be premiered before press, radio, TV and retail bodies at a cocktail party on board the ship and after a buffet dinner, the United Artists film "Goodbye Again," starring Ingrid Bergman, will be previewed in the ship's theatre.

The soundtrack album from "Goodbye Again" will be ready for release as soon as a film date is set for Australia and ARC also has the Ferrante and Teicher hit single of the film's theme which it will present—with a special souvenir label—to each guest at the launching functions. All in all, Jim Sutton and the ARC staff in each State are set to give the UA label a first-class introduction to the Australian scene.

Roy Atkinson, public relations officer with Festival Records, has advised Cash Box of some important moves in the Festival group. Festival announced that Johnny O'Keefe—one of Australia's top personalities in the recording, TV and entertainment world—has just signed two new contracts with their organization. The contracts are for a period of five years and encompass O'Keefe's talents as both a recording artist and producer and in particular related to the release of O'Keefe's efforts through Festival's Leedon label. Johnny has just finished recording a top production ballad entitled "I'm Counting On You" c/w "Right Now," his first actual recording for more than twelve months. The Festival organization is hoping for big things with this disk which is due for national release shortly.

Elaine McKenna, winner of last year's TV Logie Award as "Australia's most popular female singer on television," left Australia on August 20 for a lengthy overseas visit which will take her to the United States, where she plans to spend quite a deal of time.

On its Columbia label, EMI released the new single by England's Cliff Richard, "A Girl Like You" c/w "Now's The Time To Fall In Love." Cliff Richard is scheduled to tour Australia soon and as a result of a string of hit singles it should be a successful venture.

It is believed that music publishers J. Albert & Son Pty. Ltd. created publishing history in this country by issuing a reprint of "Tammy" with a four-color title page featuring Elaine McKenna. It is understood that this is the first time that a four-color title page has been produced in sheet copy form for an individual title in Australia. "Tammy" is the subject of a big revival in this country with new disks by Noeline Batley on Festival and Elaine McKenna on W&G.

Radio Corporation, which has the Mercury catalog for this area, just launched a series of low-priced singles on the Wing label retailing at 6/9 (around 75 cents) as against the regular singles price of 10/. (approx. \$1). Among the artists featured in the first release of the low-priced Wing singles are Damita Jo, Jivin' Gene, The Big Bopper and The Derbys.

The Belinda Music boys are rolling along in fine style with a batch of hits on its slate including "I'm Gonna Knock On Your Door," "Runaway" and "Hats Off To Larry" and its subside Aaron Schroeder Music (Australia) Pty. Ltd. has "Hello Mary Lou" going great guns and another Belinda associate, Trinity Music, is making an all-out drive on "Come September" Bobby Darin's instrumental single.

Pye Records made a rush-release of "That's What Girls Are Made For" by The Spinners. This one is showing out strongly on the Cash Box Top 100 and the Pye boys are hoping for similar success here. Included in other newies released by Pye are "Bobby" by Neil Scott, which is enjoying current chart ratings in the US; "Triangle" by Jamie Grant; "Daddy's Home" by Shep and The Limelites; "Romeo" by Petula Clark—a current English chart item; "I Still Love You All" by England's Kenny Ball; "The Guns Of Navarone" by Joe Reisman and a single by Robert Horton—star of television's "Wagon Train"—featuring "The Girl That I Marry" and "Time After Time."

Leeds Music created quite an amount of interest in their new songs as a result of a telegram sent to leading disk-jockeys recently. The telegram said "You're Driving Me Mad" but don't worry "I Still Love You All" and "In Time" my "Sweet Dreams" of you all will drive away the "Big Cold Wind" so all will be "Starlight, Starbright." All of which refers to some new songs in the Leeds group. "You're Driving Me Mad" is a Pincus-Gil item recorded by Judy Stone on Festival; "I Still Love You All" is Kenny Ball's Pye single published by Leeds; "In Time" is a Maxana publication recorded by Steve Lawrence; "Sweet Dreams" is a Leeds item recorded by Col Joye for Festival Records; "Big Cold Wind" is another Pincus-Gil song soon to be released by Pat Boone and of course "Starlight, Starbright" is Linda Scott's new chart item—published by Dominion Music. It would seem that Jack Argent is set for success over the next few weeks.

Don Gibson's RCA single of "Sea Of Heartbreak" is getting away to a good start here, it's already shaping like a strong challenger for the No. 1 spot and if the present action continues it will be Don's biggest hit in this country.

Australia's Best Sellers

1. I'm Gonna Knock On Your Door (Eddie Hodges—London) Belinda Music
2. Hello Mary Lou (Ricky Nelson—London) Belinda Music
3. The Battle's O'er (Andy Stewart—Top Rank) Leeds Music
4. Smokey Mokes (The Joy Boys—Festival) Allan & Co.
5. Baby Face (Bobby Vee—London) J. Albert & Son P/L.
6. Scottish Soldier (Andy Stewart—Top Rank) Essex Music
7. Raindrops (Dee Clark—Top Rank)
8. Temptation (Everly Bros.—Warner Bros.) D. Davis & Co.
9. Sea Of Heartbreak (Don Gibson—RCA)
10. Dream Girl (Mark Wynter—Decca/Bryan Davies—HMV) Essex Music



CASH BOX TOP 100's PUBLISHERS

(Top 100 titles listed alphabetically see card for artist and label credit)

A LITTLE BIT OF SOAP 34 (Mellin BMI)	LOVER'S ISLAND 66 (Code-Figure BMI)
AMOR 19 (Peer BMI)	MAGIC MOON 85 (Conley ASCAP)
AS IF I DIDN'T KNOW 27 (Winnerton BMI)	MEXICO 60 (Acuff-Rose BMI)
ASTRONAUT, THE 75 (Bill Dana ASCAP)	MICHAEL 1 (United Artists ASCAP)
A TEAR 45 (Ludix BMI)	MISSING YOU 29 (Copar BMI)
A THING OF THE PAST 25 (We Three BMI)	MOUNTAIN'S HIGH, THE 26 (Odin ASCAP)
BACK BEAT NO. 1 69 (Republic BMI)	MORE MONEY FOR YOU AND ME 88 (Various Publishers)
BIG COLD WIND 64 (Gil BMI)	MY KIND OF GIRL 70 (Hollis BMI)
BLACK LAND FARMER 97 (Peer Int'l BMI)	MY TRUE STORY 33 (Lescay BMI)
BLESS YOU 39 (Aldon BMI)	NAG 47 (Selma BMI)
BOLL WEEVIL SONG 44 (Play BMI)	NEVER ON SUNDAY 15 (Esteem-Sidmore BMI)
CANDY MAN 62 (January BMI)	NOW AND FOREVER 65 (Roosevelt BMI)
*CINDERELLA 86 (Spanka BMI)	ONE SUMMER NIGHT 58 (Melody Lane BMI)
CRYING 32 (Acuff-Rose BMI)	PEANUTS 77 (Craneform BMI)
CUPID 40 (Kags BMI)	PLEASE STAY 82 (11th Floor, Quartet-Walden)
DOES YOUR CHEWING GUM LOSE ITS FLAVOR 24 (Mills ASCAP)	PRETTY LITTLE ANGEL EYES 6 (SPR BMI)
DON'T BET MONEY HONEY 10 (Figure BMI)	PRINCESS 57 (Harvest, Recherche, E.V. Dean ASCAP)
DON'T CRY BABY 100 (Advance ASCAP)	QUARTER TO THREE 22 (Pepi BMI)
DON'T CRY NO MORE 49 (Lion BMI)	QUITE A PARTY 95 (Dundee BMI)
DUM DUM 12 (Metric BMI)	RAINDROPS 72 (Conrad BMI)
EVERY BREATH I TAKE 56 (Aldon BMI)	RIGHT OR WRONG 43 (Combine BMI)
FISH 63 (Lowe ASCAP)	RUNAROUND 46 (Broadway ASCAP)
GIRLS, GIRLS, GIRLS 100 (Progressive, Trio BMI)	SACRED 54 (Bamboo, Daywin BMI)
GUNS OF NAVARONE, THE 100 (Columbia Pictures ASCAP)	ST. LOUIS BLUES 98 (Hard Bros. ASCAP)
HATS OFF TO LARRY 18 (Vicki, McLaughlin BMI)	SAN ANTONIO ROSE 91 (Bourne ASCAP)
HILLBILLY HEAVEN 30 (Sage, Sand SESAC)	SEA OF HEARTBREAK 20 (Shapiro-Bernstein ASCAP)
*HIS LATEST FLAME 80 (Elvis Presley BMI)	SCHOOL IS OUT 2 (Pepi BMI)
*HUMAN 93 (Ludix BMI)	SILVER CITY, THEME 90 (Electron-Hollyvine BMI)
HURT 7 (Miller ASCAP)	SOLITAIRE 38 (Broadcast BMI)
I DON'T WANT TO TAKE A CHANCE 83 (Jobete BMI)	SONG OF THE NAIROBI TRIO 96 (Robbins ASCAP)
I FALL TO PIECES 16 (Pamper BMI)	STARLIGHT, STARBRIGHT 50 (Tybee BMI)
I JUST DON'T UNDERSTAND 28 (Cedarwood BMI)	SUMMER SOUVENIRS 68 (Jay Kay ASCAP)
I LIKE IT LIKE THAT 9 (Kel-BMI)	*SWEET LITTLE YOU 73 (Aldon BMI)
I NEVER KNEW 87 (Olimac BMI)	TAKE GOOD CARE OF MY BABY 21 (Aldon BMI)
I WAKE UP CRYING 52 (Belinda CAPAC)	TEARDROPS IN MY HEART 89 (Southern ASCAP)
I'LL BE THERE 51 (Progressive, Trio BMI)	TOGETHER 11 (DeSylva, Brown & Henderson ASCAP)
I'LL NEVER SMILE AGAIN 37 (Pickwick ASCAP-BMI)	TOSSIN' & TURNIN' 3 (Steven BMI)
I'M A TELLING YOU 35 (Conrad BMI)	TRANSISTOR SISTER 36 (Claridge ASCAP)
I'M GONNA KNOCK ON YOUR DOOR 13 (Siama ASCAP)	WATER BOY 48 (Walbridge BMI)
IT'S GONNA WORK OUT FINE 41 (Sona, Copa ASCAP)	WAY YOU LOOK TONIGHT, THE 94 (T. B. Harms)
JEREMIAH PEABODY'S PILLS 81 (Lowerv BMI)	WHAT A SWEET THING THAT WAS 67 (Aldon BMI)
JOHNNY WILLOW 79 (Balladeer BMI)	WITHOUT YOU 42 (Ridge BMI)
*JUKE BOX SATURDAY NIGHT 99 (Mutual ASCAP)	WHO PUT THE BOMP 23 (Aldon BMI)
*KISSIN' ON THE PHONE 74 (Brighton, Flanka BMI)	WHEN WE GET MARRIED 55 (Elsner BMI)
LAST NIGHT 4 (East BMI)	WIZARD OF LOVE 76 (Edith BMI)
LET'S TWIST AGAIN 8 (Kalmann ASCAP)	WOODEN HEART 5 (Gladys ASCAP)
LET ME BELONG TO YOU 53 (East West BMI)	YEARS FROM NOW 71 (Merrimac BMI)
LET THE FOUR WINDS BLOW 17 (Commodore BMI)	YELLOW BIRD 31 (Frank ASCAP)
*LITTLE SISTER 59 (Elvis Presley BMI)	YOU CAN'T SIT DOWN (Part 2) 84 (Conrad BMI)
LONELY STREET 61 (Arc BMI)	*YOU DON'T KNOW WHAT IT MEANS 78 (Pearl BMI)
	YOU DON'T KNOW WHAT YOU GOT 14 (Sequence ASCAP)
	YOU'RE THE REASON 92 (American BMI)

*Asterisk indicates first appearance on Top 100



BENELUX

BELGIUM

R. J. van Hoogten, president of Moonglow Records Co., Class Music Co. and Ray Maxwell Music Co., of the U.S., is now on a one month business trip in Europe where he will do several recordings with different artists, among whom Rocco Granata and Alberto Cortez, who is already on the German Best Sellers with his version of "O'Monica."

Best selling single records of Fonior S.A. in the month of July were: 1. Wheels (String-A-Longs); 2. Runaway (Del Shannon); 3. Pepito (Los Machucambos); 4. Il Faut Savoir (Charles Aznavour); 5. La Bamba (Los Machucambos). Best sold EP was "Il Faut Savoir" (Charles Aznavour), best sold LP was "Je M'Voyais Déjà" (Hector Delfosse).

The Cousins, one of Europe's foremost rock groups, are working in Ostend during the summer season on the roof of the Ostend's Casino. This is a place for youngsters called "Nouvelle Vague." People are coming from all over the coast. Most probably The Cousins will leave Europe for two months (February and March 1962) for a tour in South Africa. They will also attend a Berlin festival and sing for the first time their German version of "Parasol" (Belgian/Walloon hit) and "Guten Abend, Lieben Traurigkeit." "Join The Cousins" is one of the best selling LP's in Belgium.

Digno Garcia came back a few weeks ago with a new group from South America. He brought two hits from there: "Moliendo Cafe" (nr. 1 in Argentina) and "Brigitte Bardot" (nr. 1 in Brazil). He made an EP which was released 8 days ago in France. His version on "Brigitte Bardot" gets a great reaction in Belgium and will be the first one on the Dutch market. Palette released "Moliendo Cafe" in the U.S.

Among the biggest successes now at S.A. Gramophone are recordings in German: Rex Gildo, who is getting more and more popular in Belgium, with "Zarina" (Electrola-label) and Connie Francis with her German sung "Schöner Fremder Mann" (MGM). S.A. Gramophone just released "The Fish" (Bobby Rydell on Columbia), "Granada" (Al Martino on Capitol) and "Together" (Connie Francis on MGM).

HOLLAND

C. N. Rood L.C. just released a new great record by the Dutch vocal group, The Emeralds. It's a Spanish song, "Ricardo." Record has also been released in Germany and Belgium.

Benelux Cash Box office had a most enthusiastic Mr. Maessen (a&r manager of L.C. Dureco) on the phone, who told that he was expecting a lot from the new Barclay recording, "Brigitte Bardot" by Jorge Veiga. Orders from dealers are already pouring in, he said. Another best seller in the South American way, released by Dureco, is "Pepito" by Los Machucambos.

A new London album release is about to conquer all Dutch Pat Boone-fans (and there are many of them over here!): "Great! Great! Great!" Miss Patti Harkmans, president of the Dutch Pat Boon Fan club, told Cash Box she has been eagerly awaiting this release for weeks. In her opinion, this must be considered one of Pat's best albums to date. The idol sings twelve terrific tunes, each one a recent hit. Among them are: "Stagger Lee," "El Paso," "Cathy's Clown," "Personality" and "Send Me The Pillow," which was a big hit in the low countries some months ago. The album has been released by L.C. Phonogram.

EP releases on the London label include recent hits by Roy Orbison and The String-A-Longs. L.C. Phonogram is expecting "Old Smokie" by Johnny And The Hurricanes to be a great hit.

Bovema's Warner Bros. label just released Bill Doggett's "I Can't Sit Down." Mr. Pompe, WB label manager, told Cash Box that he expects to release the third Everly Brothers—LP "Both Sides Of An Evening," also featuring guitarist Chet Atkins, the beginning of September.

Bovema will start an extensive publicity-action for its new self-instructive series of "Music Minus One," to be handled by Bovema-exec Jan Steenhuis. The series, with both classical and jazz-performances in its ranks, will be especially of great interest to music-schools and conservatories, as well as students in the musical field.

It's quite a long time since Les Paul and Mary Ford were on the American charts. Their "Vaya Con Dios," "How High The Moon," "Johnny Is The Boy For Me" and several other hits of the past are unforgettable here. Now the wonderful sound is here again with "Jura" (I Swear I Love You) on Philips. A third single record by Buzz Clifford was just released by L.C. Phonogram: "I'll Never Forget" on Philips. His "Baby Sittin' Boogie" is still a best seller in Benelux.

Surprising news was Conny Froboess' switch from "His Master's Voice" to MGM, which in Holland is also distributed by Bovema's Gramophonehouse. Frank Visser, MGM's labelchief, hopes to get as much sales with Conny as with the German teenage star's American colleague Connie Francis.

In preparation is the 15th "Disco Dealer Dag," an annual reunion (since 1947) of some 700-800 Dutch record-dealers, organized by L.C. Phonogram. It will be on Monday, September 4, in "Gooiland," Hilversum. On this day record projects and new series for the coming season will be disclosed and presented in a great show.

Right from the start, Columbia's newest release of Acker Bilk's performance of two Dutch originals "Ik Zag Twee Beren" and "Toen Onze Mop Een Mopje Was," recorded just before Bilk's forthcoming trip to Holland, was featured on commercial Radio Veronica and Radio Hilversum. "The record has every ability to become a hit," says Robert Oeges, Bovema's Columbia-label manager.



CANADA

Now that Quality Records' personnel are back from their vacations, production is at its capacity, reports Wray Rutledge, national promotion manager. The firm just released seven records which are presently on the Cash Box Top 100. They are "I'm A Telling You" by Jerry Butler on Vee Jay, "I Never Knew" by Clyde McPhatter on Mercury, "Nag" by The Halos on Seven Arts, "A Little Bit Of Soap" by The Jarmels on Quality, "Transistor Sister" by Freddie Cannon on Quality, "I'll Never Smile Again" by The Platters on Mercury, and "Teardrops In My Heart" by Joe Barry on Mercury.

Gilles Aubin is now in charge of promotion at London Records. RCA Victor released the new Elvis Presley record, "Little Sister" b/w "His Latest Flame." Again, this recording, like all his others, has taken off for the top. His latest album, "Something For Everybody," is presently number one in Canada. Johnny Rhythm, who records for Barry Records, recently appeared in Quebec City.

Bill Haley and his Comets appearing this week (21) at the National Theatre in Montreal.

Marge Anthony, hostess of the Carte Blanche CFCF-TV show, will record an album for Arc Records.

Art Young of Zirkon reports that he has released 25 new low priced albums under a new label owned by Zirkon. The new company is called Canadian Musical Supplies. Art mentioned that his best new singles are "You Don't Know What You've Got" by Ral Donner and "As If I Didn't Know" by Adam Wade.

Phil Rose reports his newbies making noise are "Without You" by Johnny Tillotson and "First Love Never Dies" by Jerry Fuller. Still number one for Phil is Eddie Hodges with "I'm Gonna Knock On Your Door" on Cadence. It was unusual for this record to make it in both Canada and Australia before making a big jump on the American charts.

"Je Frapperai A Ta Porte" by Jean Julien on Rusticanna is the title of the French version of "I'm Gonna Knock On Your Door."

Claude Vincent and Claude Girardin last week appeared on CFTM-TV. The program was "Dix Sur Dix." Both are on the top ten chart.

Tony Choma of Adanac Music Distributors reports very solid activity with "Pardon Mon Amour" by Claude Vincent, "Oye Me Mama" by Carmelito, "Adam Et Eve" by Eddy Grenier, "Le Soleil" by Normand Carpentier, and the new Michele Richard disk, "Bonjour Je T'Aime." Tony mentioned that his company had been in business for less than a year and already has enjoyed success with both singles and albums. He is very interested in hearing from American and foreign concerns which wish to establish their line in Canada.

"Pepito" by the Los Machucambos on London has proven to be a really big seller for the dealers, reports Guy Bertrand of London. Some dealers, states Guy, are re-ordering after two or three days. The disk this week moves into the number one slot on the French chart. The unusual thing about this record is that it's a Spanish version.

New releases showing strong initial reaction: "Partout" by Annie Cordy on Pathe, "Marin" by Les Compagnons, also on Pathe, "Bonjour Je T'Aime" by Michele Richard on Meteor, "P'tits Oiseaux" by Les Maniboulas on Fleur De Lys, "La Colline Aux Oiseaux" by Daniele et Michele on Victor, and "El Paso Cha Cha," selling equally well by Gilles Laflamme on Rusticanna, Pierre Noles on London and Jerry Mengo on Pathe.

French albums making noise are: Michel Louvain's "Après Minuit" on Apex, Marc Legrand on Meteor, "Ti-Gus Et Ti-Mousse At The Casa Loma" on Columbia, and "Palmares Dansant" with Pierre Noles on London.

Canada's Best Sellers

ENGLISH

1. I'm Gonna Knock On Your Door—Eddie Hodges—Cadence
2. Last Night—The Markeys—London
3. Tossin' And Turnin'—Bobby Lewis—Delta
4. I Like It Like That—Chris Kenner—Regency
5. Pretty Little Angel Eyes—Curtis Lee—Quality
6. Hurt—Timi Yuro—Liberty
7. Let's Twist Again—Chubby Checker—Reo
8. Michael—The Highway Men—United Artist
9. Don't Bet Money Honey—Linda Scott—Canadian-American
10. Classmate—The Beaumarks—Quality
10. Together—Connie Francis—MGM
10. Dum Dum—Brenda Lee—Decca

FRENCH

1. Pepito—Los Machucambos—London
2. Pardon Mon Amour—Claude Vincent—Fleur de Lys
3. Dans Le Coeur De Ma Blonde—Marcel Amont—Apex
4. Non Je Ne Regrette Rien—Edith Piaf—Pathe
5. Un Petit Becot—Claude Girardin—Rusticanna
6. Adieu Mon Jean—Ginette Sage—Apex
7. Je M'Voyais Déjà—Charles Aznavour—Barclay
8. Quand L'Amour Est Mort—Gilbert Becaud—Pathe
9. Meo Penche—Les Jerolas—RCA Victor
10. Je Ne Sais Pas—Michel Louvain—Apex

Holland's Best Sellers

1. Hello Mary Lou (Ricky Nelson, Harry Blik/Imperial, Imperial—Les Ed. Int. Basart/Amsterdam).
2. Och Was Ik Maar (Johnny Hoes/Philips—Benelux Music/Weert).
3. Temptation (Everly Brothers/Warner Bros.—Francis-Day/Amsterdam).
4. Wheels (Billy Vaughn, String-A-Longs/London, London—Editions Bens/Brussels).
5. Runaway (Del Shannon/London—Belinda/Amsterdam).
6. Zarina (Rex Gildo/H.M.V.—Uitgeverij de Kruyf/Doetinchem).
7. O.K. Ik Ga Met Je Mee/Adieu, Vaarwel, Goodbye (Ria Valk/Fontana—Editions Altona/Amsterdam, Benelux Music/Weert).
8. Tonight My Love Tonight (Paul Anka/ABC Paramount—Spanka Music/Brussels).
9. Non Je Ne Regrette Rien (Edith Piaf/Columbia—Editions Altona/Amsterdam).
10. Dance On Little Girl (Paul Anka/ABC Paramount—Spanka Music/Brussels).



ENGLAND

Associated Recordings has extended its service to the retailers by expanding its distribution facilities. From mid-August, all records issued on Associated Recordings 10 international labels, previously available only from the company's distribution centers in London and Manchester, will also be obtainable from leading factors, Thompson, Diamond & Butcher. The firm's largest release to date—59 LPs—scheduled for September backed by extensive promotion campaigns. This will bring the total number of disks so far issued on all 10 labels to over 400—nearly 100 of which are low priced LPs retailing at 23/3d.

The 1961 Radio Show takes place at Earls Court, London, from August 23 to September 2. None of the major record companies have booked stands for the exhibition. However, EMI will have a record enquiry bureau and Philips will display record sleeves on part of the Philips Electrical Stand. The Decca Record division will not be represented and neither will Pye. Top record stars from all companies will, however, make personal appearances on the BBC Celebrity Stage during the ten-day event. Disk request programs will be held daily composed by leading djs. The BBC will demonstrate closed circuit color television featuring excerpts from the ballet film "Black Tights" starring Moira Shearer, Cyd Charisse, Zizi Jeanmaire.

Allied Records, which recently took over Saga, busy rehabilitating the label and planning several new series in the higher priced categories. These include The "Studio" Series for jazz and mood music and the initial release will feature Lucky Thompson and Oscar Pettiford; the Saga "Scala" series devoted to opera and show music will make its bow with "West Side Story" with George Chakiris. The third new series, Saga "Celebrity," will feature classical music selling at 39/9—the company's top priced album. The first release in October will include the works of Bartok, Brahms, Mozart and Handel. The already established Saga "Sovereign" series retailing at 21/— is the lowest priced album on the market.

Don Black leaves Filmusic publishing company after two years to become personal manager for Matt Monro. Don is finalizing plans for the star's New York visit for The Ed Sullivan Show in October.

Germany's top teenage songstress Conny in London to cut her first disk in English for EMI A&R manager Norrie Paramor for September release on Columbia. With Conny came Nils Nobach, her German A&R manager from Electrola. It has not yet been decided which of the four tracks recorded will be issued.

Another Connie in London is Warner Brothers Connie Stevens, here for Bernard Delfont's Sunday Show for ATV on August 20. Later she flies to Germany to appear in the Berlin Radio Free TV Spectacular and wax an LP with Werner Muller. Her latest disk "The Greenwood Tree" is set for release on August 25.

Steve Arlen signed for a leading role in the forthcoming London production of "Do Re Mi" starring Max Bygraves. He cut his latest single last week for A&R manager Wally Ridley on HMV, "Make Someone Happy," from "Do Re Mi." Wally Ridley is justifiably proud of the success of the HMV waxing of "The Black And White Minstrel Show." This 12" LP issued last December has sold over 100,000 copies and has been on the Cash Box Best Selling LP chart for 36 consecutive weeks.

American singer Vic Damone, last here for variety three years ago, just appeared on ATV's "The Saturday Show." Philips released his latest LP, "On The Swingin' Side." Damone told Cash Box that on his return to the States he completes his last album for the label "In My Solitude." (He recently signed a new contract with Capitol Records). Damone was accompanied by publisher Ivan Mogull, who has acquired world rights (except the U.S.) to four titles from Elvis Presley's hit album "His Hand In Mine," which he plans to issue here in folio form and negotiate British recordings.

Monty Lewis has left Gala Records and has taken over Rainbow Record Company which he jointly controlled with Gala and will manufacture and supply both the Instant Learning and the Rainbow Language Course series for distribution to the trade. Negotiations are under way with various American companies for new lines of medium and low priced LP's to be issued at the end of the year.

Bing Crosby made a surprise appearance recently on The Rosemary Clooney Show for ATV.

H. R. H. Princess Margaret visited the Queens Theatre to see "Stop The World I Want To Get Off" starring Anthony Newley and later the Pigalle Restaurant where Peggy Lee is appearing.

England's Best Sellers

- | | |
|---|---|
| 1. You Don't Know—Helen Shapiro (Columbia) (Lorna) | 11. Don't You Know It—Adam Faith (Parlophone) (Essex) |
| 2. Well I Ask You—Eden Kane (Decca) (Essex) | 12. A Girl Like You—Cliff Richard (Columbia) (F.D.&H.) |
| 3. Romeo—Petula Clark (Pye) (Darewski) | 13. Time—Craig Douglas (Top Rank) (E. H. Morris) |
| 4. Temptation — Everly Brothers (Warner Bros.) (Robbins) | 14. Baby I Don't Care—Buddy Holly (Coral) (Belinda) |
| 5. Halfway To Paradise—Billy Fury (Decca) (Nevis-Kirshner) | 15. Marcheta—Karl Denver (Decca) (Chappell) |
| 6. Johnny Remember Me—John Leyton (Top Rank) (Meridian) | 16. Reach For The Stars — Shirley Bassey (Columbia) (Kassner) |
| 7. Hello Mary Lou—Ricky Nelson (London) (Sidney Bron) | 17. Quarter To Three—U. S. Bonds (Top Rank) (Ardmore & Beechwood) |
| 8. You Always Hurt The One You Love—Clarence Henry (Pye) (Pickwick) | 18. Climb Every Mountain—Shirley Bassey (Columbia) (Williamson) |
| 9. Pasadena — Temperance Seven (Parlophone) (L. Wright) | 19. Moody River—Pat Boone (London) (Shapiro Bernstein) |
| 10. Runaway—Del Shannon (London) (Vicki) | 20. But I Do—Clarence Henry (Pye) (Jewel) |



GERMANY

The music business is growing up every day and further proof of the international development was certainly shown in the Cash Box pop D.J. poll this year. For the first time in the history of the music business, 2 Europeans finished in first place. Jorgen Ingmann from Denmark won the "Up and Coming Instrumentalist" division and Bert Kaempfert from Germany won the "Up and Coming Orchestra" poll. Bert dropped by the Cash Box office a few days ago and reported that he has received telegrams of congratulations from around the world. Aside from being one of Germany's top A&R men and orchestra leaders, Bert is also a top composer here. Strangely enough, the song which took him to international fame, "Wonderland By Night," was not an original composition, but Bert had plenty to be happy about. His record was the fifth most programed record this year, his album finished in 14th place as the most programed album, his orchestra was the 9th most programed studio orchestra, and he won the new orchestra poll.

Polydor records reports that in the race for the "Golden Lion" award from Radio Luxemburg, 2 of its records finished in 1st and 2nd place. American Gus Backus got the most requests during this period of time with "Da Sprach Der Alte Häuptling" and Ivo Robic finished 2nd in requests with his German version of "Save The Last Dance For Me."

Peter Lach reports that he has left the Peer Music Company and has taken over the management of the Capriccio Musikverlag GmbH. with offices in Hamburg on Spitaler Strasse 10.

Ralf Arnie is also having great luck with his new publishing outfit located on Wrangel Strasse 5 in Hamburg. He's climbing the charts now with the Detlef Engel version of "Ein Engel Ohne Flügel" or "I Can See An Angel Walking" on Decca.

Paul Siegel writes from Berlin that his new publishing firm together with George Pincus is heading for hitsville with waxings of "100 Pounds Of Clay," Perez Prado's "Teresita La Chunga," and a new waxing of Patti Page's "A City Girl Stole My Country Boy" by The Missouris which will hit the market in a few weeks under the title "Bin So Allein" (I'm So Alone).

Paul also reports action on Heino "Calcutta" Gaze's "Avignon" recorded in England by Max Bygraves.

Gerd Hammerling from Schaeffers Music writes that the firm's number 1 plug item is the new waxing by Nana Mouskouri on Philips of the two Greek songs from the film "Dreamland Of Longing" written by Manos "Never On Sunday" Hadzidakis, "Adios My Love" and "The White Roses Of Athens." The English version of "Adios My Love" has been done by Vera Lynn in England. Gerd also reports strong action on Lou Van Burg and Barbara Kist and their recording of "Alles Liebe, Alles Gute" which will be presented on Lou's TV show on Sept. 3. Electrola has also released "Oh What A Man" sung by Ruth Fischer, which is also destined for chartsville. Other strong releases for the firm include "The Guns Of Navarone," "Komm' Gut Nach Hause" (Come Safely Home) by Lolita and a German waxing of "You'll Answer To Me" by Lys Assia.

Metronome records reports that its stars Liw Malmkvist, Inge Brück, The Moonlights, Humphrey Lyttelton, Eric Dolphy and Benny Bailey will be on hand for the Berlin Radio-TV-Phono Fair in September. Sonet Records reports that it signed Danish star Gunnar Winckler to an exclusive contract for Germany and his first waxing will be released in a few days.

That's it for this week in Germany!

Germany's Best Sellers

- Schöner Fremder Mann (Someone Else's Boy)—Connie Francis—MGM—Inseltion
 - *I Bin A Stiller Zecher (I Am A Silent Drinker)—Gas Backus—Polydor—Otto Kuhl
 - Wheels—Billy Vaughn—London—Francis Day & Hunter
 - *Am Sonntag Will Mein Susser Mit Mir Segel'n Geh'n (On Sunday I'll Take My Sweetie Sailing)—Old Merry Tale Jazz Band—Brunswick—Dreiklang/Drei Masken
 - Hello Mary Lou—Ricky Nelson/Jan & Kjeld/Rene Collo/Ricky Boys/Sylvio Francesco—London/Ariola/Polydor/Philips/Decca—Peter Meisel
 - *Zucker Puppe (Sugar Doll)—Bill Ramsey—Polydor—Gerig
 - Babysitter Boogie—Ralf Bendix—Electrola—Seith
 - *Der Sheriff Von Arkansas (The Sheriff From Arkansas)—Caterina Valente Decca—Budde
 - Corinna Corinna—Peter Beil/Ray Peterson—Fontana/Helidor—Budde
 - Wild In The Country—Elvis Presley/Ted Herold/Michael Holm—RCA/Polydor/Telefunken—Aberbach
- *Original German Copyright

England's Top Ten LP's

- South Pacific—Soundtrack (RCA)
- Black & White Minstrel Show — George Mitchell (H.M.V.)
- Sound Of Music—Broadway Cast (Philips)
- Oliver—London Cast (Decca)
- G.I. Blues—Elvis Presley (RCA)
- Listen To Cliff—Cliff Richard (Columbia)
- His Hand In Mine—Elvis Presley (RCA)
- Adam—Adam Faith (Parlophone)
- Oklahoma—Soundtrack (Capitol)
- Best Of Barber & Bilk—Barber & Bilk (Pye 'Golden Guinea')

England's Top Ten EP's

- The Shadows To The Fore—The Shadows (Columbia)
- The Shadows—The Shadows (Columbia)
- Adam's Hit Parade—Adam Faith (Parlophone)
- Buttndown Mind Of Bob Newhart—Bob Newhart (Warner Bros.)
- Adam No. 1—Adam Faith (Parlophone)
- Cliff's Silver Disks—Cliff Richard (Columbia)
- Unforgettable—Nat King Cole (Capitol)
- Such A Night—Elvis Presley (RCA)
- The John Barry Sound—John Barry (Columbia)
- Me And My Shadows No. 1—Cliff Richard (Columbia)



ITALY



JAPAN

There should be more words of praise for a young record company which is building very seriously and successfully in this industry. Ri-Fi Records, the house managed by Mr. Ansoldi which has the sensational voice of Cocki Mazzetti. The most recent hit product of this songstress features the first version sung of the old "Cumparsita" arranged by Maestro Soffici, with lyrics by Calabrese (known here as one of our best lyrics-writer after he wrote the texts of "Arrivederci" and "Il Nostro Concerto"). Just a short while before, Cocki Mazzetti cut a hit disk with "Cha Cha Cha Pepito," already played a lot in our juke boxes and, perhaps, to become even more popular.

"Pera Matura" (Ripe Pear) is the latest tune by Pino Donaggio who also recorded it. His "Come Sinfonia" (backed by "Cane Di Stoffa") which he presented first on the stage of San Reno, and also his "Tu Sai" (You Know), are selling well.

Italy had only one disk jockey, and now he has left his job at our radio station for new duties at the second channel of our TV set-up just being opened. Vittorio Zivelli recently stopped broadcasting a new record each day on his show "Discobolo," on the air daily early in the afternoon and listened to by a very large audience of teenagers. Vittorio started his daily broadcast nine years ago, always revealing an excellent "good taste" in music. His show will be replaced daily by a new program titled "Il Disco Del Giorno" (The Record Of The Day) which, instead of being handled by a single man, will be managed by an anonymous committee with the help of labels which will periodically submit to the committee a certain number of new recordings from which will be selected those to be broadcast.

At the end of July, the fourth international festival of light music at Pesaro took place, bringing to our audience a new song penned by Galassini and Di Marco and interpreted by Jolando Rossin (Carisch) and by Luciano Tajoli (Juke Box), who stated that rarely had he had the pleasure, over his very long career, of finding a tune so fine. The song is titled "Eclissi" and won the first prize. Besides Italy, eight other foreign countries took place in this competition: Argentina, France, Germany, Iran, Yugoslavia, Holland, Sweden and Switzerland. The second prize was won by Yugoslavia with the song "Non Sciupate L'Amore" performed by Dragan Tokovic and, in an Italian version, by Nilla Pizzi (Titanus). The third place prize went to Argentina, which sent the song "Voy Caminando." Hungary was to participate in the festival but, unfortunately, the consul's ok came too late and consequently the Hungarian representative had not sufficient time to reach Pesaro. As for Belgium, it sent a song and a singer, Gaby Varny, but Nunzio Gallo, who had to perform the Italian version of the tune at the last moment gave it up because he was not well and since no other Italian singer wanted to attempt to learn the tune in a few hours, Belgium preferred to withdraw. France presented a tune by Georges Moustaki, the same author of world-wide known "Milord." This new Moustaki composition is titled "Le Jugement Dernier" and was liked by the audience.

Frank Sinatra, whose trip to Italy was expected very shortly, will not come here. His latest LP released in Italy by V.C.M. is "Sinatra's All The Way."

Percy Faith told us, on his short stay in Milan, that his success here last year of his "Theme From A Summer Place" was really a pleasant surprise which he did not expect from Italy.

Germano Ruscitto, formerly with Bluebell, wrote to us announcing that Interdisc has opened its independent office in Italy, of which he is the manager. Interdisc Italiana has settled in Milan Via Settala 20—tel. 22 13 29 and handles the following record lines: Riverside; Good Time Jazz; Contemporary; World Pacific; Jazz Land; Hi Fi; and Gene Norman. Some of their labels will be distributed across Italy by Bluebell, some by Ricordi and some by wholesale dealer KARIM of Genova.

Italy's Best Sellers

1. *Legata Ad Un Granello Di Sabbia (Tied To a Grain Of Sand)/Nico Fidenco/RCA Italiana/RCA Italiani.
2. The World Of Susie Wong/Nico Fidenco/RCA Italiana/Ricordi.
3. *Riviera (Shore)/Umberto Bindi/Ricordi/Ariston.
4. *Chitarra Romana (Roman Guitar)/Connie Francis/MGM-CGD/Messagerie Musicali.
5. *Parlami D'Amore Mariu' (Speak To Me Of Love Mariu')/Peppino Di Capri/Carisch/Bixio.
6. *Jealous Of You/Connie Francis/MGM-CGD/Carisch.
7. *Non Esiste L'Amore (Love Does Not Exist)/Adriano Celentano/Gurtler/Nazionale.
8. *Surrender/Elvis Presley/RCA Americana/Bideri.
9. *I Te Vurria Vasa' (I Would Kiss You)/Peppino Di Capri/Carisch/Bideri.
10. Little Devil/Neil Sedaka/RCA Americana.

* Italian music.

Barclay's Host Perkins



CANNES, FRANCE—Tony Perkins meets Eddie and Nicole Barclay at a cocktail party the Barclay's hosted here recently.

The big news here is Capitol's increased investment in Toshiba Musical Industries (see last week's Cash Box for details).

Q. Sakamoto of Toshiba cut a single which will be out at the beginning of September. The tunes recorded were "Q-chan-Ono" and "Dokoka-de Dareka-ga (Someone, Somewhere)," both composed by Danny Lida who is the band-leader of Paradise King.

Three hundred and fifty-four disks were discarded by August 15 from the Victor World Group selections. Dealers can exchange these discarded records for other World Group selections on the condition that they order more than the returned ones. The Victor World Group includes 15 different labels—Pacific Jazz, Atlantic, Roulette, United Artists, Vox, Seeco and Top Rank (with its Rank International).

King will release a new stereo LP "Marching Sharps & Flats." Featured are 12 well known tunes such as "Strike Up The Band," "Captain Buffalo," "Waltzing Mathilda," "Jinjiroge" (a great hit by Toshiba's Kayoko Moriyama last year). According to the report from New York, Decca Records decided to release its first Japanese master on Teichiku.

Yukio Hashi's next release from Victor is "Asu-o Yobu Minato (Port For Tomorrow)" B/W "Furimuita Aitsu (That Turned-Back Guy)". The single, theme from a Daiei film "Asu-o Yobu Minato" in which he is starred, will be out on September 5.

Victor's songstress Izumi Yukimura, 24, was wed recently in Tokyo to an American student, John Cella, 21.

Japan's Best Sellers

INTERNATIONAL

1. Broken Promises/Henry De Paris, Colpix; Terumi Nagashima, King; Yozo Higashiyama, Victor; Hiroshi Mizuhara, Toshiba; Akira Kobayashi, Columbia; Yujiro Ishihara, Teichiku; Eiji Kitamura & Quintet, King
2. Wheels/Billy Vaughn, Dot
3. Surrender (Sorrento)/Elvis Presley, Victor
4. Sucu Sucu/Ping Ping, Kapp; The Peanutus, King; Danny Iida & Paradise King, Toshiba
5. Little Devil/Neil Sedaka, Victor
6. Exodus/Mantovani, London; Pat Boon, Dot; Ferrante & Teicher, UA
7. Zoo Bee Zoo Be Zoo/Sophia Lauren, Kapp; Kayoko Moriyama, Toshiba—Shiko; JASRAC
8. Apache/Jorgen Ingmann, Top Rank; Sonny James, Victor
9. Runaway/Del Shannon, London
10. The Calendar Girl/Neil Sedaka, Victor; Q Sakamoro, Toshiba

LOCAL

1. Kitagami Yakoyoku (Kitagami—Gawa Jojob)/Hiroshi Wada & Mahina Stars, Victor; Dark Ducks, King; Tsuzuko Sugawara, Teichiku, Joji Takagi, Polydor; Trio Los Paraguayos, Fontana—JASRAC: JASRAC
2. Hana-no Byakko-tai/Yukio Hashi, Victor—Zen-on: JASRAC
3. Kutsukake Tokijiro/Yukio Hashi, Victor—Zen-on: JASRAC
4. Pai-no Pai-no Pai/Kayoko Moriyama, Toshiba
5. Yoru-no Taiyo/Yuzo Kayama, Toshiba
6. Wakare-no Iso-Chidori/Esel Nakada, Toshiba; Hiroshi Inoue, Columbia—JASRAC: JASRAC
7. Aitai-ze/Yukio Hashi, Victor—JASRAC: JASRAC
8. Horetatte Dameyo/Hiroshi Wada & Mahina Stars, Victor—Zen-on: JASRAC
9. Uramachi Jinsei/Hiroshi Mizuhara, Toshiba—Zen-on: JASRAC
10. Q-chan-no Zuntatta/Q Sakamoto, Toshiba—JASRAC: JASRAC

From T.V. To Radio



MELBOURNE, AUSTRALIA—Popular television personality John Darcy, who has recently taken up as a disk jockey for radio station 3DB as a replacement for Rod McLennan who is out on national tour with the troupe of "Bye Bye Birdie," is shown pondering over selections while choosing material for one of his Sunday programs.

Sweden Eyes Britain's Helen Shapiro



STOCKHOLM, SWEDEN—In Stockholm for radio work and other personal appearances, British songstress Helen Shapiro is pictured with EMI Sweden president Anders Holmstedt at a press reception welcoming her to this country. Later that evening Miss Shapiro was heard as a special guest star of popular Swedish songstress Lill-Babs on her "Lill-Babs at the Tivoli" radio show.



ARGENTINA

Neil Sedaka's visit has shown to be a very good promotional aid for his records: this week, the charts show very good sales for "Little Devil" and "Calendar Girl." "Little Devil" was released the week before his arrival and "Calendar Girl" had already a couple of months of success, but couldn't get into the best sellers lists. Sedaka's tour began new discussions about what does a visitor need to become a success in Buenos Aires. In general, only those artists backed with strong record promotion have been smash hits, topped by performances in person here.

The premiere of "My Fair Lady," sung in Spanish by Mexican actress Rosita Quintana and José Cibrian, has been delayed. It was to take place on August 10, and now it is announced for August 27. Columbia has already released "My Fair Lady's" music, sung in Spanish (The original version was released some years ago, and is still in the catalog). Philips, Odeon and RCA are also planning waxings with the main tunes.

Microfon just released Luciano Tajoli's recording of "O Morettina Mia" and "Non Me Dire Chi Sei (No Me Digas Quien Eres)" and will release his first LP very soon. Tajoli's version of "Al Di La" has been very well received by disk jockeys and consumers. Other new Microfon titles are "La Muchacha De La Valija" by Fausto Papetti and "In The Heart Of Berlin." This one belongs to a German label, Jupiter, represented in South America by Fermata.

Ariel inked a new folk group, Los Puesteros Del Yatasto, and is recording two LP's with them. The first album will be put on sale in a month and the label considers it is suitable for international use, too. "Los Puesteros" are from the province of Salta, and won a contest in which more than eighty other groups took part. When Waldo de los Rios—well known musician and arranger—listened to them, he considered them "very good."

RCA announced the release of "Dolor Milonguero," a 24-year-old tango composed by Enrique Cadicamo and the late Juan Carlos Cobian, who lived for many years in the States. This is the first recording that has been made of this tune.

Odeon Pops inked two new artists, Nelson Navarro and Ambar Lafoxe, announced as "vedette" from the Lido of Paris. Navarro—who is also a composer—will record "Rabia En El Alma," while Ambar is preparing "Mami" and "Candida." Another Odeon Pops artist, Trio Ambar, have just cut "Tren Del Amor" and "Celos" (Jealousy).

"Cara De Payaso" (Face Of A Clown) has three new recordings: Lito Escarso (Music Hall), Herald (RCA) and Laura Regal (Odeon Pops). The tune was on the charts some weeks ago and, with this impulse, may return.

Los Santos won third place in the Pessaro Song Festival, which took place in Italy and was telecasted by Eurovision to all Europe. They presented "Voy Caminando" (I'm Walking), Argentine tune composed by Inigo and Panzeri. This is the first time that a Latin American tune got to such a high position in a European song contest.

According to the people of the Stanislavsky Ballet Group, currently in Buenos Aires, Elvis Presley and Paul Anka are among the most popular foreign artists in Russia nowadays. Spanish actress Carmen Sevilla and Louis Armstrong are also well known in that country.

Chilean composers Villota and Imperatore expect very much from "Luminarias," their latest effort. Their "Marcianita" was a big hit in all South America about a year ago.

Luis Aguile is preparing a new tour of Puerto Rico, Venezuela and Peru. It will last a month and will start very soon. Aguile has just finished a series of programs on Channel 9 under the title of "Luis Aguile, Detective."

Let's say something about the record market in Uruguay, another Latin America Republic; it is rather small (total population about four million), but there are comparatively more record buyers than in other countries because of low cost of records (regular LP's cost \$2.70). We were told at Palacio de la Musica (biggest retail store and record manufacturer) that 45% of sales belong to classical music. There are six important diskeries: Palacio de la Musica (releases Capitol, Odeon, Barclay, Angel, Decca, Uruguayan Orfeo, Mercury and Musart labels), Antar (Telefunken, Disk Jockey, Ducretet Thompson, Onix, Coral and others), Clave (Dimsa, MGM, TK, London, Ansonia, Kubaney), Sondor (Sondor, Columbia, Music Hall, Dot), RCA and Philips. There is a big influence of Brazilian, rock 'n roll and tropical music. A good LP sells about 500 copies or more, and the top mark for albums is 12,000 (Nat Cole in Spanish).

CHILE

Alain Trossat, head of Philips, is very pleased with his recent visit to Argentina, where he visited the Philips' branch and spoke with Max Wyngaard, Argentina's manager. However, he told us that there is still a big need of many other meets of this type because there is a lot of things that couldn't be considered because of lack of time. Regarding Philips' own pressing plant, Trossat said it won't be built yet, because there isn't a real need of it yet. Currently, his records are made by RCA Victor.

The Shirelles caused a week of suspense. While London announced it would release its new records—they had been previously presented by Top Rank—Hernan Aravena, A&R of RCA Victor (owner of Top Rank), said the group would continue with his label, and their last waxing, "Tonight Is The Night," was released by Top Rank.

Chile's Best Sellers

1. Dance On Little Girl Paul Anka (Polydor).
2. Tonight Is The Night The Shirelles (Top Rank).
3. Wheels String-A-Longs (London); Billy Vaughn (Dot).
4. Veronica Danny Chilean (RCA).
5. It's Never Too Late Fresia Soto (RCA); Brenda Lee (Decca).
6. Runaway Del Shannon (London); Encore Enterprise (Top Rank); Carr Twins (Odeon).
7. Little Devil Neil Sedaka (RCA).
8. You Can Have Her Roy Hamilton (Polydor).
9. How Many Tears Pat Henry (Odeon).
10. Once Again Dean Reed (Polydor).



FRANCE

Mogul Vic Thar told us that "Brigitte Bardot" was the hit of the season, selling records like "hot dogs." Leon Cabat was back from the South of France to have the tune recorded by Roberto Seito. The record was on the market three days after the recording session. Good record and good sales.

Bad news from Johnny Halliday's tour: the performances were disturbed by the "blousons noirs"; the police came in, the show was stopped in Tarbes. The Travellers (Pathé-Marconi) found a new way to increase their popularity: they sing morning in the streets and by night, in the night-clubs. No trouble for the Chaussettes Noires during their tour in the South of France. Madame Breton was seen at the Charles Trénet appearance at the Casino de Trouville. Gloria Lasso (EMI) was successful at the same nitery.

Eddie Barclay has just engaged the young group of Vince Taylor who just made his first appearance at the Palais de la Méditerranée. "Panne d'essence," recorded by Frankie Jordan, having a good start. Among the R&R group of singers, Frankie has a special place: he is a student doing his studies and singing at the same time. Ricordi has a R&R group called "Dany Boy et ses Pénitents." The real name of Dany Boy is Claude Piron, young singer who formerly recorded on the now defunct Ducretet-Thomson label.

Maurice Chevallier is recording for Decca songs for the American market.

Edith Piaf, who has cancelled everything, is still resting at the Lou Barier cottage.

Mouloudji (Vogue) is having a tremendous come-back with "La Chaussée d'Antin." Léon Cabat's bet on Mouloudji was good. After Léo Ferré, now it's Mouloudji; there is definitely room in the French market for the "Rive-Gauche" songs. Bruno Coquatrix of the Olympia offered Mouloudji to start his second show due to start in October, after Johnny Halliday's. Chakachas (RCA) new record is the old "Cucaracha" and new Machucambos (Decca) is "La Boa."

After the tremendous success of "Pepito" and now of "Brigitte Bardot," we can say that the "Pachanga" has definitely lost its fight and the good-old-samba is back again.

Félix Vitry of Bobino made an agreement with Ledoux of ABC in view to start a new season in this theater, but so far nobody knows when the season will start and who will be the star.

Next week everybody will be back from holidays to prepare for the new disk season.

France's Best Sellers

1. Pepito Los Machucambos—Los Pepitos (Ed Francis Day)
2. Brigitte Bardot Jorge Veiga—Roberto Seito (Ed Caroussel)
3. Dans Le Coeur De Ma Blonde (Wheels) Marcel Amont (Ed Legrand)
4. Tutti-Frutti J. Halliday (Ed Caroussel)
5. A New-Orleans J. Halliday (Ed Alpha)

Argentina's Best Sellers

1. Angelica (Lagos) Quilla Huasi, Molina Cabrai, Carlos Michel (Philips); Horacio Guarany (Record); Bienvenido Cardenas, Los Chalchaleros, Los Marrupeños (RCA); Los Chilicotes, Hnos Abrodo (Odeon); Leandro Ocampo (Microfon); Atencio Paredes (Music Hall); Jorge Sobral, Antonio Tormo (Disk Jockey); Los Huaqueños (Orfeo); Los Andariegos (TK); Los Peregrinos (Dimsa).
2. Fugitiva (Runaway) (Vickey-Fermata) Del Shannon (London); Rocklands (RCA); Teddy Martino (Odeon Pops); Rocky Pontoni (RCA).
3. Diablito (Little Devil) (Aldo Music—Fermata) Neil Sedaka (RCA).
4. Pensamos Un Poco En Vivir (Let's Think About Living) (Acuff Rose-Korn) Johnny Carel (Orfeo).
5. Moliendo Cafe (Morro-Korn) Hugo Blanco (Polydor); Amadeo Monges. Gin Fizz (Columbia); Los Wawanco (Odeon Pops); Gasparin, Tito Alberti (Philips); Panchito Nole (RCA); Los Cariocas (Ariel); Don Nobody (Disk Jockey).
6. Tammy (Northern Music—Downey) Ray Conniff (Columbia).
7. Esta Noche, Mi Amor (Tonight, My Love, Tonight) (Spanka—Fermata) Paul Anka (Ariel); Rocky Pontoni (RCA); Luis Aguile (Odeon).
8. Nuestro Concierto (Il Nostro Concerto) (Rossi—Fortissimo Americana) Roberto Yanes (Columbia); Umberto Bindi (Polydor); Luciano Tajoli (Microfon); Pino Calvi (Odeon Pops); Lito Escarso (Music Hall); Ricardo Yarke (Disk Jockey) and others.
9. Chica De Calendario (Calendar Girl) (Aldo Music—Fermata) Neil Sedaka (RCA).
10. Queiro Amanecer (Korn) Sarita Lascarro (RCA); Nila Valdez (Odeon Pops).



Boone In Bangkok

BANGKOK, THAILAND—Enroute to Hongkong, Pat Boone's plane put in here for a 20-minute refueling stop. It was just enough time for Pat to be interviewed by U-larn Naungcham-nong (standing, left), the country's leading disk jockey, and to be greeted by his many fans here.



SCANDINAVIA

SWEDEN

Carl Ulrich Blecher, German lyric writer, responsible for the German lyric to Siv Malmquist's Kapp recording "Danke für die Blumen" (Wedding Cake), now in Stockholm for a new German language recording with Siv on the Metronome label. Börje Ekberg, sales manager of Metronome and Miss Malmquist's personal manager, reports that her present tour around Sweden is a great success.

Philips just released a single, "Take a Warning" and "Jura" with Les Paul and Mary Ford. On Fontana, the company presents a new EP with popular British singers The Allisons.

The Platters have been heard at the Gröna Lund-Tivoli in Stockholm, the outdoor amusement spot during summer time. They perform most of their hits (e.g. "Only You" and "Twilight Time") and the critics here were divided in their reviews. One of Stockholm's two evening papers found their show "too American to suit the Swedish taste" while the other paper considered it was an "American show at its best." The group's performances attracted many.

Fourteen year old British discovery Helen Shapiro was in Stockholm recently for a broadcast show from Gröna Lund-Tivoli. According to Anders Holmstedt, head of EMI-Sweden, Miss Shapiro is an important name, particularly with her latest Columbia recording on the top of the Radio Luxembourg hit parade, which is of very great import as far as disk sales are concerned in Sweden. After Stockholm, she went to the Furuvik outdoor amusement spot, around 100 miles north of Stockholm.

Changing addresses are Sweden Music and Bens Music AB, moving to Brahegatan 24, Stockholm O. This publishing company, headed by composer Stig Andersson, also runs Spanka Music.

Frank Hedman joined RCA (Grammofon AB Electra) as publicity man on August 1.

DENMARK

Siv Malmquist to Copenhagen for a great TV show on September 8. At the present, she is doing very good on the Danish Best Sellers with her Danish language version of "Wedding Cake."

Animals help in promoting records in Denmark—it seems so anyhow as far as singer Grethe Sönck is concerned. Around a year ago, she promoted her Danish recording of Swedish song "Klas Göran" on a Danish TV show milking a cow while she sang the number. A couple of weeks ago, she promoted a new song, this time singing for lions in their cage in a circus in Copenhagen. The lyrics in the song she sang had something about "it's wonderful to live" and Miss Sönck probably agreed as she sounded a little nervous when she sang it. She is engaged to one of Scandinavia's well known show business man, Wollmer Sörensen, who knows how to promote a song.

NORWAY

Jörg-Fr. Ellertsen of Egil Monn Iversen A/S in Oslo reports that his company is planning a great sales campaign for Warner Bros. later this month. Bob Weiss, the "travelling salesman" of Warner Bros., has recently been in Oslo to discuss the details. The European WB firms will meet to a conference in Berlin August 25. Ellertsen told Cash Box in a telephone call. The opening of the film "Parrish" with "Lucy's Theme," recorded by George Greely on WB, will start the campaign. The company had big success here with such artists as the Everly Bros. and Bob Luman in recent months, and after the campaign the label expects even better sales in the future.

Finland's Best Sellers

1. Angelique (Olavi Virta/Nor-Dise) Oy R. E. Westerlund Ab
2. Sway (Bobby Rydell/Columbia) Oy R. E. Westerlund Ab
3. Sucu Sucu (Brita Koivunen/Scandia) Scandia-Musiikki Oy
4. Angelique (Dario Campeotto/Sonet) Oy R. E. Westerlund Ab
5. Green Fields (The Brothers Four/Philips) Fazer Music
6. Tonight My Love Tonight (Paul Anka/Karusell) Bens Music AB
7. Surrender (Elvis Presley/RCA) Belinda (Scandinavia) AB
8. *Valoa ikkunassa (Light in the window) (Laila Kinnunen/Scandia) Fazer
9. Vihreät niityt (Green Fields) (Neloset/Manhattan) Scandia
10. Sucu Sucu (Ping Ping/Sonet) Scandia Musiikki Oy

*Local Copyright

Denmark's Best Sellers

1. Når jeg står ved en bar (A Pub With No Beer/Ich steh' an der Bar) (Harry Felbert/Sonet) Musikprod. Winckler
2. I've Told Every Little Star (Gitte/HMV) Multitone
3. Wheels (The String-A-Longs/London) Wilhelm Hansen Musikforlag
4. Sucu Sucu (Ping Ping/Sonet) Mörks Musikforlag
5. Kom til Alaska (North To Alaska) (The Four Jacks/Odeon—Johnny Horton/Philips) Mörks Musikforlag
6. Du forstår ingenting (Danke für die Blumen/Wedding Cake) (Siv Malmquist Metronome) Multitone
7. Blue Moon (The Marcells/Colpix) Mörk Musikforlag
8. A Girl Like You (Cliff Richard/Columbia) Not Published
9. Tonight My Love Tonight (Paul Anka/ABC-Paramount) Bens Music AB
10. Baby Sittin' Boogie (Buzz Clifford/Philips—Daimi/Tono) Imudico

Norway's Best Sellers

1. Hello Mary Lou (Ricky Nelson/California) Not Published
2. Green Fields (The Brothers Four/Philips) Norsk Musikforlag
3. A Girl Like You (Cliff Richard/Columbia) Not Published
4. Baby Sittin' Boogie (Buzz Clifford/Philips) Musikk-Huset A/S
5. But I Do (Clarence Henry/Pye) Egil Monn Iversen A/S
6. Pepe (Jorgen Ingmann/Metronome) Kassner Music
7. Surrender (Elvis Presley/RCA) Belinda (Scandinavia) AB
8. Moody River (Pat Boone/Dot) (Egil Monn Iversen A/S)
9. Sucu Sucu (The Monn Keys/Triola) Egil Monn Iversen A/S
10. North To Alaska (Johnny Horton/Philips) Egil Monn Iversen A/S



MEXICO

Very well received was the performance at the First International Music Festival of Mexican conductor Blas Galindo in Los Angeles City at the University of California. . . . Blas Galindo conducted his latest compositions.

On August 20, there will be a TV show dedicated to famed Cuban composer Ernesto Lecuona, with participation of Mexican artists like Hermanos Medin, Salvador García, Ana Libia and the Edmundo Mendoza's Ballet. . . . In this program, the most popular Lecuona's songs like "The Breeze And I," "Jungle Drums," "Malagueña," "Siboney" and others, will be heard.

Tito Guizar, the popular Mexican folk singer, who spends most of his life on tours around the world, returned recently from New Orleans, where he did some performances with Tommy Dorsey's orchestra, now under the direction of Warren Covington.

We had two debuts in the Mexican capital on August 18: The Hi-Lo's at the Terraza Cassino and Mike Connors at a theater. . . . Mike Connors is the popular American TV detective and he will appear here dancing and playing the trumpet.

Fidel Hernández, owner and general manager of radio station X-E-L and treasurer of The National Chamber of the Radio Industry, died recently. Fidel Hernández, who was 53, was one of the pioneers in Mexican radio.

An average of 150 programs made in U.S. are seen weekly by the Mexican TV fans. This is around 40% of the total of TV broadcasting in Mexico City. Most popular programs are detective series like Perry Mason, "77 Sunset Strip," "Package 61," Robert Taylor's detective show and others.

Andy Russell opened his night club in México City. This idea has been a hit and every night "Andy Russell's La Scalla" is full of people listening to Mari Ruiz Armengol's combo and Andy's singing. This could sound like a commercial, but the food is delicious.

We received a post card from Cesar Costa from Chiapas, México, one of the stops on his tour through the country, where he is promoting his Orfeon records.

Columbia Records is promoting a new album named "Conquistando El Mundo" (Conquering The World) with the Argentinian vocal group Los 5 Latino. This album includes songs from different countries.

On August 8, the Palace of Fine Arts presented the opera "Boris Godunov" with Russian singers and Mexican mezzosoprano Belén Amparán. People here are getting more interested in fine music each day.

The Mexican Chamber of Radio prohibited the radio promotions from "Honor To Home," in which some stations were giving 80 and 100 dollars to people who were listening to the station they represented, as I explained in my past column. . . . This method was unfair for some independent stations which don't have economic power of the big organizations. Now, everything is calm again.

One of the biggest campaigns ever is being done now by all the radio and TV stations of the country in behalf of reconstruction of schools. It is sponsored by the Advertising Council.

After five years of living in México, Chilean singer Antonio Prieto will settle in Argentina, where people are crazy about him after his smash hit "La Novia." His sister Chela will appear in the Mexican market with her two first sides this week.

A long tour set for popular Mexican singer Marco Antonio Muñoz, who has with "Escándalo." Marco will start in his own country and after that he will fly to Los Angeles to The Million Dollar and then to Texas.

The Government gave permission to Cutberto Navarro to operate Channel 17. He declared this channel will begin operation in December. . . . Before that Emilio Azcarra was the owner of the only three channels we have in the country, and many others in the country. . . . In Guadalajara and in Monterrey, there are two independent channels.

Big success for a female orchestra under direction of Gloria Villegas. The group made some recordings for Orfeon Records. . . . A Peruvian "Eglogia" was recorded for the same label by beautiful Irma Dorantes. Vocal group Los Diablos made its first LP at Dimsa, singing American standards like "Who," "Sonny Boy," "Swanee," "How High The Moon," "Peppermint Time" and others. From the same label, Emily Cranz announced a new tour through the country. After a successful stay in Santo Domingo, Columbia's artist María de Lourdes back in Mexico City. Delia Ortiz cut at Vik records the song "Olas Y Arenas" (Waves And Sands) and "Luna Sobre Mi Cabaña" (Moon Over My Hut). Luis Arcaraz announced his latest Musart album, "Nuevo Color De Mi Música" (New Color Of My Music), in which he made modern arrangements of his own compositions. . . . Beautiful actress Ana Luis Peluffo is appearing at La Fuente night club.

Mexico's Best Sellers

1. Agujetas Color De Rosa (Pink Shoe Laces)—Los Hooligans (Columbia) (PHAM).
2. Escandalo—Marco Antonio Muñoz (RCA). Juan Mendoza (Peerless). Javier Solís (Columbia). Olga Guillot (Musart). (PHAM).
3. Presumida—Los Teen Tops (Columbia) (PHAM).
4. Enorme Distancia—Jose Alfredo Jiménez (RCA). Lola Beltrán (Peerless) (EMMI).
5. Haciendo El Amor (Makin' Love)—Los Locos del Ritmo (Dimsa).
6. Suspenso Infernal—Los Dandys (RCA). (EMMI).
7. Que Te Importa—María Elena Sandoval (Orfeon). (PHAM).
8. Ruedas (Wheels)—Billy Vaughn (Dot). Fabricio (RCA). Julissa (Columbia). (Brambila).
9. Y . . . —Javier Solís (Columbia). Lucho Gatica (Musart). Juan Mendoza (Peerless) (EMMI).
10. Cuando Florezcan Los Manzanos — Los Rebeldes del Rock (Orfeon) (PHAM).

Sweden's Best Sellers

1. Putti Putti (Jay Epae/Mercury) Edition Odeon
2. I've Told Every Little Star (Linda Scott/Sonet) Multitone
3. Den siste mohikanen (Da sprach' der alte Häuptling) (Lille Gerhard Karusell) Multitone
4. Petter och Frida (Lille Gerhard/Karusell) Reuter & Reuter
5. Kära mor (Dear mother) (Göingeflickorna/Joker) Sweden Music
6. Do what You Want (Damita Jo/Mercury) Belinda (Scandinavia) AB
7. En gång skall vi åter mötas (Einmal sehen wir uns wieder) (Thory Bergström/Polydor) Southern Music
8. Travellin' Man (Ricky Nelson/California) Bens Music AB
9. Flaming Star (Elvis Presley/RCA) Belinda (Scandinavia) AB
10. I've Told Every Little Star (Gitte/HMV) Multitone

*Local Copyright.

Merry Mel



LONDON—Currently appearing here at Room At The Top, Mel Tormé (seated) engages in friendly horseplay at a preliminary discussion for an LP he will cut for MGM. Setting the scene are MGM musical directors Tony Osborne and Geoff Love and A&R manager Norman Newell.

Rio De Janeiro's Top Ten LP's

- | | |
|--|---|
| 1. 'S Love—Ray Conniff—(Columbia) | 6. *Ed Lincoln, Seu Piano E Seu Orgao Espetacular—Ed Lincoln—(Musidisc) |
| 2. Metais Em Brasa No 2—Henry Jerome—(Decca) | 7. S' Different—Ray Conniff—(Columbia) |
| 3. *Noite De Saudade—Nelson Gonçalves—(RCA) | 8. *Sylvia Telles In U.S.A.—Sylvia Telles—(Philips) |
| 4. The Best Of Nat "King" Cole—Nat "King" Cole—(Capitol) | 9. 'S Music—Ray Conniff—(Columbia) |
| 5. *Barquinho—Maysa —(Columbia) | 10. Metais Em Brasa No 1—Henry Jerome—(Decca) |
- * Brazilian Music



BRAZIL

Maestro **Bernardo Federowski**—musical director of Channel 4 and Radio Tupi and disk jockey at Radio Cultura of Sao Paulo, is going to cut an album of Brazilian music, with music by Villa Lobos, Guarnieri, Catula da Paixao Cearense, and other famous composers of Brazilian native music. Federowski will conduct the official Symphonic Orchestra of Sao Paulo.

Sonia Defino a teenager Brazilian singer, has a new "Bossa Nova" album. This album started selling very well.

Odeon's cut second album with **José Vasconcelos**, "Eu Sou O Espetaculo" (I'm The Show), a bigger success than the first one and was for many weeks on the Top Ten LP's in Brazil.

Musidisc Records released its first 33 compact singles. The releases are doing very well. The first three are by Brazilian singer **Orlann Divo** and Americans **Conway Twitty** and **Connie Francis**.

A 5-year-old waxed her first record for RCA Victor. Her name is **Maria Regina** and she is the daughter of Brazilian composer, arranger and conductor **Hervé Cordovil** and sister of the successful teenager singer **Ronnie Cord**, on the charts with "Tonight My Love Tonight." The record is "Oh! Carol" sung in English and "A Musica Do Papai (Papa's Music)" in Portuguese.

Radio Cultura of Sao Paulo is a radio station with only music. The station is on the air 24 hours a day, without interruption, playing about 460 records a day. 69% of Brazilian music and 32% of foreign melodies. Cultura plays 18% more than the Brazilian presidential decree stated. From now on, Sao Paulo will have two Radio Stations operating 24 hours a day, since Radio Bandeirantes has been doing the same for a long time.

Fermata released here the first album of **Bobby Rydell**. This album will be soon followed by others by Rydell.

Brazil's Best Sellers

SAO PAULO

1. Bat Masterson—Carlos Gonzaga (RCA) (Fermata)
2. As Folhas Verdes Do Verao—(The Green Leaves Of Summer)—Wilma Bentivegna—(Odeon) (Todamérica)
3. Wheels—Billy Vaughn—(Dot-RGE) (Vitale)
4. *Teu Despreso—Claudio de Barros—(Chantecler) (Cembra)
5. Faz-Me Rir—(Mida Risa)—Edith Veiga—(Vitale)
6. Blue Moon—The Marcells—(Col-Pix) (Robbins)
7. Corinna, Corinna—Demetrius—(Continental)
8. Ansiedad—Nat "King" Cole—(Capitol) (Vitale)
9. Tonight, My Love Tonight—Ronnie Cord—(Copacabana) (Spanka—Fermata)
10. *Borrasca—Angela Maria—(Continental) (Euterpe)

RIO DE JANEIRO

1. Balada De Bat Masterson—Waldir Azevedo—(Continental) (Fermata)
 2. *Tenho Ciumes De Tudo—Orlando Dias—(Odeon)
 3. *Moco—Nelson Gonçalves—(RCA) (Euterpe)
 4. Blue Moon—The Marcells—(Col-Pix) (Robbins)
 5. *Aliança—Fernando Barreto—(RCA)
 6. Ansiedad—Nat "King" Cole—(Capitol) (Vitale)
 7. Olga—Os Cometas—(Sideral)
 8. *Onde Estaras—Anisio Silva—(Odeon)
 9. *Borrasca—Angela Maria—(Continental) (Euterpe)
 10. *Dinah—Clerio Moraes—(Tiger)
- * Brazilian Music

Belgium's Best Sellers

FLEMISH

1. Wheels (String-A-Longs/London Editions Bens/Brussels).
2. Dance On Little Girl (Paul Anka/ABC Paramount—Spanka Music/Brussels).
3. Hello Mary Lou (Ricky Nelson/Imperial—Les Ed. Int. Basart/Amsterdam).
4. I Feel So Bad (Elvis Presley/RCA—Editions Bens/Brussels).
5. Blue Moon (Marcells/Colpix—Francis-Day/Brussels).
6. Baby Sittin' Boogie (Buzz Clifford/Philips—Chappell/Paris).
7. Surrender (Elvis Presley/RCA—Belinda/Brussels).
8. Tonight My Love Tonight (Paul Anka/ABC Paramount—Spanka Music/Brussels).
9. But I Do (Clarence Henry/Funkler).
10. Runaway (Del Shannon/London—Belinda/Brussels).

WALLOON

1. Wheels (String-A-Longs/London Editions Bens/Brussels).
2. Baby Sittin' Boogie (Buzz Clifford/Philips—Chappell/Paris).
3. Parasol (The Cousins/Palette—World Music/Brussels).
4. Blue Moon (Marcells/Colpix—Francis-Day/Brussels).
5. Runaway (Del Shannon/London—Belinda/Brussels).
6. Dance On Little Girl (Paul Anka/ABC Paramount—Spanka Music/Brussels).
7. Tonight My Love Tonight (Paul Anka/ABC Paramount—Spanka Music/Brussels).
8. Pepito (Los Machucambos/Decca—Francis-Day/Brussels).
9. Surrender (Elvis Presley/RCA—Belinda/Brussels).
10. Kana Kapila (Cousins/Palette—World Music/Brussels).

"....appreciate its (The Cash Box) comprehensive European coverage".



"I read *The Cash Box* regularly and appreciate especially its comprehensive European coverage."

A. J. POOLE
President, EMI
Copenhagen, Denmark

Experienced Publishers

all over the world
place their big hits with

GEHRMAN's

Prominent Publishers of
pop music in Scandinavia
for more than 50 years!

CARL GEHRMANS MUSIKFORLAG
Vasagatan 46—P.O. 505,
Stockholm 1,—Sweden

RECORDS • EXPORT

All Speeds • Low Prices

All American brands
combined into
ONE SHIPMENT!

ELTRON

Export Company

122 Broad Street New York 4, N. Y.

Cable: ELTRONCOMP



COUNTRY DISK JOCKEY REGIONAL RECORD REPORTS

JIM OWEN
WROA
Gulfport, Miss.

1. Mississippi San (J. Nariss)
2. Hella Fool (R. Emery)
3. Hella Walls (F. Young)
4. Hillbilly Heaven (T. Ritter)
5. My Ears Should Burn (C. Gray)
6. Mental Cruelty (B. Owens & R. Maddax)
7. He Gave Us A Heart (M. Carlile)
8. You're Not The Kind (B. Mack)
9. I Fall Ta Pieces (P. Cline)
10. There Must Be A Better Way (K. Wells)

PAT SHIELDS
KWOU
Omaha, Nebr.

1. Hillbilly Heaven (T. Ritter)
2. Call Of The Wild (W. Smith)
3. Sunny Tennessee (C. Capas)
4. Sea Of Heartbreak (D. Gibson)
5. Sadie Was A Lady (J. Band)
6. Dreamboat Still Afloat (D. O'Dell)
7. Hella Fool (R. Emery)
8. Kisses Never Lie (C. Smith)
9. Keeper Of The Key (J. Wakely)
10. Heartaches Of A Fool (R. Allen)

BILL THOMPSON
WYAL
Scotland Neck, N.C.

1. Tender Years (G. Janes)
2. Pa' Finks (B. Anderson)
3. The Tarch & The Flame (J. Seay)
4. Hella Fool (R. Emery)
5. What Would You Do (J. Reeves)
6. I'll Be All Smiles Tanite (B. Clifton)
7. I Fall Ta Pieces (P. Cline)
8. Heartbreak U.S.A. (K. Wells)
9. Hillbilly Heaven (T. Ritter)
10. Under The Influence Of Love (B. Owens)

LUCKY KNIGHT
XUUA
Chula Vista, Calif.

1. I Fall Ta Pieces (P. Cline)
2. Sea Of Heartbreak (D. Gibson)
3. Tender Years (G. Janes)
4. My Ears Should Burn (C. Gray)
5. Beggar Ta A King (H. Snow)
6. What Would You Do (J. Reeves)
7. San Antonio Rose (F. Cramer)
8. When Two Worlds Collide (R. Miller)
9. Sweet Lips (W. Pierce)
10. Kisses Never Lie (C. Smith)

CHUCK BROWN
WJWS
South Hill, Va.

1. Sunny Tennessee (C. Capas)
2. Diddy Ligy La (Rusty & Daug)
3. Hella Fool (R. Emery)
4. Hoppy Birthday Ta Me (H. Lacklin)
5. Take A Look (F. Husky)
6. Ain't You Ever (Johnny & Janie Mosby)
7. Ole Slew Foot (J. Hartan)
8. Cozy Inn (L. McAuliff)
9. Walk Slow (R. Sanders)
10. Under The Influence Of Love (B. Owens)

TEX MACNELL
CHNX
Halifax, N.S.

1. Sea Of Heartbreak (D. Gibson)
2. I Fall Ta Pieces (P. Cline)
3. Sweet Lips (W. Pierce)
4. Beggar Ta A King (H. Snow)
5. Heartbreak U.S.A. (K. Wells)
6. San Antonio Rose (F. Cramer)
7. My Ears Should Burn (C. Gray)
8. Tender Years (G. Janes)
9. Hello Walls (F. Young)
10. Pa' Finks (B. Anderson)

BILL BLOUGH
WKKD
Aurora, Ill.

1. Stand At Your Window (J. Reeves)
2. Talking Ta The Wall (J. Dickens)
3. Twenty-Fourth Hour (R. Price)
4. Three Steps Ta The Phone (G. Hamilton IV)
5. Heart Over Mind (R. Price)
6. Call Of The Wild (W. Smith)
7. Ain't You Ever (Johnny & Janie Mosby)
8. Highway Heartaches (D. Rice)
9. Stop The World (C. Belew)
10. Diddy Ligy La (Rusty & Daug)

BOB NORRIS
KASH
Eugene, Ore.

1. Sea Of Heartbreak (D. Gibson)
2. Sweet Lips (W. Pierce)
3. Beggar Ta A King (H. Snow)
4. Tender Years (G. Janes)
5. I Fall Ta Pieces (P. Cline)
6. My Ears Should Burn (C. Gray)
7. Three Steps Ta The Phone (G. Hamilton IV)
8. Loose Talk (B. Owens & R. Maddax)
9. Pa' Finks (B. Anderson)
10. Have A Drink On Me (B. Thomas)

MARY WILSON
KCLX
Colfax, Wash.

1. I Fall Ta Pieces (P. Cline)
2. Sea Of Heartbreak (D. Gibson)
3. Heartbreak U.S.A. (K. Wells)
4. What Would You Do (J. Reeves)
5. Sweet Lips (W. Pierce)
6. Black Land Farmer (F. Miller)
7. Big River, Big Man (C. King)
8. Pa' Finks (B. Anderson)
9. My Ears Should Burn (C. Gray)
10. Tender Years (G. Janes)



COUNTRY REVIEWS

B+ very good
B good

C+ fair
C mediocre

CASH BOX BULLSEYE



"GO HOME" (3:12) [Four Star Sales BMI—Wheeler]

"WHERE WILL I SHELTER MY SHEEP" (2:18)

[White Oak BMI—Grieshop, Stier]

LESTER FLATT & EARL SCRUGGS (Columbia 42141)

"Go Home" and pray is the encouraging voice heard by the drinker spotlighted in the heartwarming inspirational stanza so feelingfully essayed by Flatt & Scruggs and the Foggy Mountain Boys here. Powerful material with strong chart potential. Another stirring gospel affair, "Where Will I Shelter My Sheep," is compellingly arrayed on the other side.

"ONE GRAIN OF SAND" (2:38) [Figure BMI—LaRue]

"THE WORST NIGHT OF MY LIFE" (2:20) [Tree BMI—Crutchfield]

EDDY ARNOLD (RCA Victor 7926)

Having kicked up a chart fuss with "Jim I Wore A Tie Today," Eddy Arnold promises repeat action with "One Grain Of Sand," another folkish item with an inspirational theme. It's a sprightly, flavorful stanza that bears traces of the years-back pop hit, "Memories Are Made Of This." A catchy side that could go a long way. Coupler is a more conventional weeper, that gets the warm, glowing Arnold ballad treatment.

LUKE THOMPSON
(Hammond 4461)

(B+) "I'M LOST BETWEEN THE FALLING SNOW" [Thompson BMI—Bell, Thompson] Good, old-fashioned mountain music is excellently expressed by Luke Thompson in this easy-going fiddle-highlighted slice. Has potential for its market.

(B+) "MOUNTAIN SWEET-HEART" [Thompson BMI—Bates, Thompson] Here too, Luke and the boys do it up big on a fine piece of hillbilly material. The Green Valley Boys, featuring Clay Hudson and Harold Bell, are tops in support on both halves.

JIMMIE CRANE (Merlene 5958)

(C+) "I'LL BE AT YOUR WEDDING" (3:12) [Oakcrest BMI—Crane, Crane] Fervent chanting here by songster Crane on a slow, quiet lost love opus.

(C+) "I'M HONKY TONKING NOW" (2:26) [Oakcrest BMI—Crane] Again a tale of romantic woe, here expressed in a deliberate, upbeat slice.

HILTON KNAPP (Smokey 108)

(C+) "LAST TIME" [Singing River BMI—Knapp] Bright beat romantic opus is honestly displayed by the songster. Catchy item with good guitar solo work.

(C+) "BUT FOR A MIRACLE" [Singing River BMI—Knapp] Another uptempo turn is easily etched here.

LARRY TERRY (Testa 106)

(C+) "WHY DID SHE GO?" (2:57) [Ozark SESAC—Terry] Impassioned romantic is tearfully performed by Terry.

(C) "HEP CAT" (2:11) [Ozark SESAC—Terry] Raucous rocker is shouted shrilly here.

STANLEY BROTHERS (King 5518)

(B) "I'LL TAKE THE BLAME" (2:05) [Lois BMI—Stanley] The popular hillbilly-styled brother team offers its fine harmony technique on a familiar weeping stanza. Good outing for their many followers.

(B) "I'D WORSHIP YOU" (2:14) [Lois BMI—Stanley] The up-tempo approach to country woes is flavorfully embraced in a charming stanza. Solid playability on both ends.

CLAY ALLEN (Longhorn 515)

(B) "DOUBTFULNESS" (2:45) [Saran BMI—Allen, McCoy] Sincerely warm-hearted weeping plea in echo surroundings is Allen's new Longhorn entry. It's a pretty melody and could earn approval for the lad.

(C) "TAKKI TI TAKKI TU" (2:20) [Saran BMI—Allen, McCoy] Hawaiian-flavored affair in a wistful steel guitar setting.

THE HARKRIDER BROS.
(Channel 2502)

(C+) "FOUR OR FIVE TIMES" (2:00) [Clay ASCAP—Hellman, Gay] Sounds like the oldie here in thumping, pop-styled refurbishing by the Harkrider Bros., with brother Jack in vocal command.

(C+) "MEMORIES OF YOU" (1:57) [Nor-Va-Jak BMI—Harkrider] Here it's straight country for the family as they engage a middle beat traditional-styled weeper, with Jack again in lead vocal position.

HENRY HAYES (Kangaroo 109)

(C) "STOP SMACKING THAT WAX" (2:04) [Glad BMI—Hayes] New novelty outing from the Kangaroo diskery features Hayes and lark Georgetta Hardin joining in a plea to cut out the gum-chewing.

(C) "IT TAKES MONEY" (2:00) [Glad BMI—Hayes] Also a novelty-like deck on which songster Hayes goes it alone. Loud echo is a feature of both ends.

*If you are reading
someone else's copy of*
Cash Box
*why not mail this coupon
today!*

CASH BOX
1721 BROADWAY
NEW YORK 19, N. Y.

Enclosed find my check.

- ☐ \$15 for a full year (52 weeks) subscription
☐ \$30 for a full year (Airmail in United States)
☐ \$30 for a full year (outside United States)
☐ \$45 for a full year (Airmail outside U. S.)

NAME

FIRM

ADDRESS

CITY ZONE STATE

I AM A (Check One)

DEALER
ONE STOP
DISTRIBUTOR
RACK JOBBER
COIN FIRM
OTHER



COUNTRY TOP 50

		Pos. Last Week			Pos. Last Week
1	I FALL TO PIECES Patsy Cline (Decca 31193)	1	26	OLD LONESOME FEELING Warren Smith (Liberty 55336)	24
2	SEA OF HEARTBREAK Don Gibson (RCA Victor 7890)	2	27	FUNNY HOW TIME SLIPS AWAY Billy Walker (Columbia 42050)	30
3	TENDER YEARS George Jones (Mercury 71804)	3	28	OKLAHOMA HILLS Hank Thompson (Capitol 4556)	23
4	MY EARS SHOULD BURN Claude Gray (Mercury 71826)	5	29	HONKY TONKITIS Carl Butler (Columbia 41997)	20
5	SWEET LIPS Webb Pierce (Decca 31249)	4	30	DIGGY LIGGY LO Rusty & Doug (Hickory 1151)	49
6	HILLBILLY HEAVEN Tex Ritter (Capitol 4567)	6	31	BIG MAMOU Jimmy Newman (Mercury 31281)	38
7	HEARTBREAK U.S.A. Kitty Wells (Decca 31246)	8	32	OLE SLEW-FOOT Johnny Horton (Columbia 42063)	45
8	BEGGAR TO A KING Hank Snow (RCA Victor 7869)	7	33	IT'S YOUR WORLD Marty Robbins (Columbia 42065)	—
9	BIG RIVER, BIG MAN Claude King (Columbia 42043)	9	34	COZY INN Leon McAuliff (Cimarron 4050)	41
10	WHAT WOULD YOU DO Jim Reeves (RCA Victor 7905)	11	35	LOOSE TALK Buck Owens & Rose Maddox (Capitol 4550)	27
11	THREE STEPS TO THE PHONE George Hamilton IV (RCA Victor 7881)	13	36	HEART OVER MIND Ray Price (Columbia 41947)	33
12	PO' FOLKS Bill Anderson (Decca 31262)	10	37	YOU'RE NOT THE KIND Bill Mack (MGM 13015)	50
13	KISSES NEVER LIE Carl Smith (Columbia 42042)	17	38	HAVE A DRINK ON ME Buddy Thomas (Todd 1063) Bill Carlisle (Columbia 42049) Billy Grammer (Decca 31274)	40
14	WHEN TWO WORLDS COLLIDE Roger Miller (RCA Victor 7878)	12	39	NO LEGAL RIGHT Wilburn Bros. (Decca 31276)	44
15	HELLO FOOL Ralph Emery (Liberty 55352)	31	40	HANGOVER TAVERN Hank Thompson (Capitol 4605)	—
16	RIGHT OR WRONG Wanda Jackson (Capitol 4553)	14	41	MENTAL CRUELTY Buck Owens & Rose Maddox (Capitol 4550)	37
17	SUNNY TENNESSEE Cowboy Copas (Starday 552)	22	42	TAKE A LOOK Ferlin Husky (Capitol 4598)	42
18	BLACK LAND FARMER Frankie Miller (Starday 424)	15	43	COLD, COLD HEART Jerry Lee Lewis (Sun 364)	45
19	HUNGRY FOR LOVE Stanewall Jackson (Columbia 42028)	26	44	YOU'RE THE REASON Bobby Edwards (Crest 1075) Joe South (Fairlane 21006) Hank Locklin (RCA Victor 7921)	—
20	UNDER THE INFLUENCE OF LOVE Buck Owens (Mercury 4602)	26	45	WILLOW TREE Ferlin Husky (Capitol 4598)	—
21	LET ME KNOW Jan Howard (Challenge 59112)	25	46	LOVE AND WAR Jerry Reed (Columbia 42047)	47
22	HELLO WALLS Faron Young (Capitol 4533)	18	47	BLUE BLUE DAY Wilburn Bros. (Decca 31276)	46
23	CALL OF THE WILD Warren Smith (Liberty 55336)	28	48	STOP THE WORLD Carl Belew (Decca 31273)	—
24	AIN'T YOU EVER Johnny & Jonie Mosby (Tappo 1039)	19	49	WALK ON BY Leroy Van Dyke (Mercury 71834)	—
25	SAN ANTONIO ROSE Floyd Cramer (RCA Victor 7893)	21	50	THREE HEARTS IN A TANGLE Roy Drusky (Decca 31193)	29



COUNTRY ROUND UP

Folks up and down the central California valley are now hearing their favorite country singers on FM. That's right, country music on FM, in fact an entire FM operation devoted to the Nashville sound. The station is KCNW-FM. Programming is in the hands of Ray J. Harris, no newcomer to the field having spent the last 20 years variously as an artist, salesman and program 'roustabout'. According

in England and at the same time getting a little business done. He writes us of the swell job being done by Dave Barnes, of the Country & Western Record Review, for country music in England and urges all artists and diskeries to keep Dave supplied with material for his publication. Lou also notes that Dave and his assistant, Ted Russell, will be in Nashville for the WSM festival in November. Lou, just



BUDDY HARMAN



MATT CORD



SMILEY MONROE

to Riley Gibson and Howard Haman, vet broadcasters who own the station under their Cal-Val Radio, Inc. banner, the response from listeners, sponsors, and other disk jockeys have been nothing short of fantastic. Gibson and Haman feel that this is the first time that country music has been fully explored on FM, and that the uniqueness of their operation is giving them a big boost.

Bobby Boyd, head of Boyd Records, continues to expand his activities. Besides doing a wealth of independent record producing, some of it under a United Artists Records contract, he's also entered personal management. First two artists in his stable are great drummer Buddy Harman and new 21-year-old guitar-playing songster Bobby Barnett from Albuquerque, N.M. Harman, probably the most sought after drummer for Nashville studio sessions, is inked as an instrumentalist to Warner Bros. Records. New cuts by him are expected out soon.

Webb Pierce's new Decca sides are due out within the next couple of weeks. Deck pairs "Walking The Streets" and "How Do You Talk To A Baby." We're wondering if the latter is the same as Rusty & Doug's "How Do You Talk To A Child," released on Hickory a few weeks ago as flip side to their clicking "Diggy Liggy Lo." Well, all we can do is wait.

WKTC-Charlotte, North Carolina's only 100% country music station will celebrate its 3rd anniversary September 2 with a 4-hour show in the Charlotte Coliseum. Set to appear are Ray Price and the Cherokee Cowboys, Patsy Cline, Hawkshaw Hawkins, Jean Shepard, Cousin Jody, the Harvesters, the Carolinians, plus two local bands and three local radio and TV stars. Jack Kenworthy general manager of the station, in commenting on the event, said "WKTC is growing daily with our country & western format and we look for even greater growth in the coming years." . . . Requests for records this week come from Bill Thompson at WYAL-Scotland Neck, N.C., who found nine songs in Cash Box's Top 50 that he still doesn't have; from Lucky Knight, who's looking to build a library for XEAU-Chula Vista, Calif., which just went all-country, and from Bill Gates, who's just moved to KAGT-Anacortes, Wash. after a stint with KARI-Blaine, Wash. Bill Thompson also needs albums, as they're programming lots of LP's now.

Lou Epstein, who runs the Jimmie Skinner Music Center, is vacationing

full of information these days, infos that the new Jimmie Skinner EP on Mercury is available if you write him c/o the store. Which reminds us. . . Who's watching the store while Lou's away?

Square Records, New York-based country diskery, has released the first single by new songster Matt Cord, a 21-year-old artist from St. Louis. Sides are "I'm Going Home"/"Hobo Heart." Matt and his group, the New Frontiersmen, are currently completing a tour through the South and Southwest and will return to New York the end of August to start work on a new night club act and to cut an album of standards.

Marvin Rainwater pops up on the Warwick label this week with a pop-angled outing, "Boo Hoo." Flipside is "I Can't Forget." . . . After a movin' matinee at Toronto's Concord Tavern, Sonny Brite and the Sequins have moved their musical goodies to the Famous Door Tavern for a return engagement. . . . Neal Merritt, disk jockey and Manco recording artist, is readying material for some new sessions. Mr. Manning, head of Manco, and Tillman Franks will supervise the cutting dates. Meanwhile, Neal is pleased with the reception to his current outing, "Can You." . . . Out of the third quarterly meeting of the officers and directors of the CMA came news that Dal Stallard, manager of KCKN-Kansas City, is preparing a sales aid kit for radio station usage. When it's ready it will be available to all CMA station members. Could come in real handy too. . . . The Capitol City Jamboree in Austin, Texas, sponsored by Clyde Chesser and station KOKE rung up 3,800 admissions. Pulling them in were Faron Young, Claude Gray, Warren Smith, Frankie Miller, Merle Kilgore, Claude King and Bill Mack.

Negotiations are under way by Tillman Franks for a Canadian tour for Claude King and Billie Jean Horton. Marlin Payne is handling the promotion end of things for the trip. Billie Jean's 20th Fox single, "Ocean of Tears," is reportedly doing very well and is still gaining in sales. . . . Bill Carter, still spinning them for KQVR-Lodi, Calif., debuted on the MGM label with "Stranger Shake Hands With A Fool" and "Shot Four Times And Dying," two revamped oldies. MGM could use some country action; they've been out of the country picture since Jimmy Newman exited for a Decca pact. . . . Smiley Monroe is excited about his new Toppa release, "Life Of A Poor Boy." He writes that he's tested the deck out on the west coast and is very pleased with initial reaction.



Survey Shows Lack

Of Financial Control

Small Businessman Succeeds In Spite Of Himself

The Small Business Administration recently completed a survey conducted among 299 small business firms, and judging from the final report issued last month, what the small businessman does not know about financial controls and general accounting procedures would easily fill a ledger.

The survey was conducted by SBA in association with Temple University and the results which are outlined below might apply to the average coin machine operator and wholesaler since the survey included all types of small businesses.

According to SBA the most costly disadvantage resulting from ignorance of financial control through proper use of management tools, is the resultant tough credit stand taken by banks when dealing with the average small firm.

While all of the firms contacted prepare financial statements annually, a surprising number limit their activities along these lines to just that. SBA contends that instead of using the financial statement to arrive at an invaluable financial picture of the company—profit, cost, inventory, turnover ratios—the annual report is prepared by an outside accountant merely to satisfy the government and to have at least a knowledge of the firm's assets and liabilities, but no more. SBA states that "outside" firms interested in this information include banks, suppliers and credit-reporting firms. Only in this way can a clear-cut picture be arrived at. Since this information is not available, oftentimes the firm will not only lose out on a loan, but in many instances an unfair credit picture will be drawn. Ignorance of accounting procedures and lack of understanding as to how financial statement information can be used, plus

incompetent bookkeeping help and no professional guidance were given as the main reasons for this situation.

Financial ratios, cut and dry profit and loss figures, are used by management but only to a small degree, said SBA. Profits to sales, and assets to liabilities, are about as far as the owners go in a small business. The acid-test of cash plus receivables to current liabilities and inventory to net working capital ratios were used less and not understood in most instances.

Lack of training was cited as a weakness on the part of management insofar as hiring people to keep books but their attitude displayed a more concrete reason: "Managers are interested in financial ratios but see little use for them when revenue exceeds expenses," and "Financial ratios don't stimulate sales volume" are typical of some of the comments SBA picked up along the way.

Where financial data was made available to the owner, it generally wasn't used, according to the SBA report. "A glance through the stockroom is a substitute for an inventory control," quotes the report.

If this financial control is applied, and it can be used with any firm's financial statement as a base, SBA states that almost at a glance, businessmen can get readings on the following: *Credit-worthiness (compares assets to liabilities)*, *Turnover (compares sales to inventory)*, *Profit (compares net income to sales)*, and *Return On Capital (compares net income to net worth)*.

The saddest part of the tale lies in the credit area. Here's where firms who cannot provide this information are hit. "Insufficient Financial Information" is the way the rubber stamp reads on many applications for loans and credit reports. Increased bank rates is sometimes the result.

Another effect lies in the manner in which a business is conducted. Larger size orders at a lower price may, or may not, be a good deal. Inventory control and cost allocation help decisions on the addition of new products. Possibly some lines should be dropped in favor of others. Cost accounting procedures help determine other purchasing policies.

SBA adds that a large number of firms have been robbed blind by bookkeepers who *do* know what is going on. Dishonest bookkeepers are encouraged by a management ignorant of accounting techniques which leave the owners in a defenseless position.

Education seems to be the only answer but small businessmen shy away after years of loose controls. SBA plans on making the educational process "glamorous" via preparation of manuals for specific industries, and a series of TV programs. SBA is willing to do almost anything to get the small businessman back on an even keel. According to the report, "If sheer survival is the criterion, the small businessman has succeeded."

NYS State Ops Will Mix Business With Pleasure At Resort Meet



MILLIE MCCARTHY

HURLEYVILLE, N. Y.—The big weekend planned by New York State coinmen for the Laurels, popular Catskill resort, starting September 29, when representatives from three different NYS associations will converge on the mountain retreat, won't be all pleasure—at least not for the coinmen from the New York State Coin Machine Association, Inc.

Millie McCarthy, president of NYSMA, has an agenda planned for Saturday afternoon that would do justice to an all-week business meeting. But the purpose of the discussion is to help operators in this area with their problems, and, as Millie puts it, "Our meeting will be held promptly and we'll get through it in time for a round of golf before the cocktail hour."

Leading off the upstate meet's agenda, and all of the coinmen present for the three-day weekend are cordially invited to attend, is "The jukebox and game bills before Congress." Following this item will be discussions on state legislation and SLA rulings, loans and bank credit, recommendation of a penal law code, and miscellaneous items of a nature including dues, elections, and the possibility of a statewide convention next year.

The NYS Operators Guild, second part of the three-association group will hold its annual dinner on Saturday evening, while the Music Operators of N.Y. will attend to celebrate its anniversary, but this time in the mountains instead of a NYC hotel.

Upstate sections including Rochester, Syracuse, Buffalo, Albany and Utica have been solicited to attend and promised private transportation from the airport, upon arrival, to the Sackett Lake resort.

The weekend is the closest the coinmen have ever come to a statewide meeting and it could be the start of something big. Distributors have been asked to show equipment and most of them are considering it. The occasion would offer the wholesalers an opportunity to display before a large but local audience.

Early indications point to at least "several hundred" coinmen on hand Saturday evening for the dinner with many localities driving in for the affair but not necessarily reserving rooms for the weekend because of the resort's near proximity. Initial reaction last week was that additional facilities would be needed for guests. The Laurels is composed of several individual houses and cottages and additional manors were being reserved for the growing number of reservations.

Rock-Ola's "Princess" Given Royal Reception; Initial Showings Result In Temporary Sell-Out

Doris Promises Distribs Sufficient Supply For Operator Re-Orders

CHICAGO—The past week was heralded throughout the United States as "Princess Week" by executives of Rock-Ola Manufacturing Corporation of this city, and by the firm's distributors. The auspicious occasion, according to Edward G. Doris, executive vice president, was the gala premiere showing of Rock-Ola's "star-studded" stereo-monaural compact console, "Princess" phonograph (100 selections, model 1493).

Doris explained the visible features in detail when he said: "'Princess' is indeed a rhapsody of color. Its elegant high styling will certainly blaze a new trail for the coin-operated phonograph industry, because it features the exciting sound of the future—today! 'We cannot lose sight of what this unique, new Rock-Ola phonograph means to the music operator,' Doris added. 'And we mean, of course, maximum earnings as well as assurances of complete location profit satisfaction.'

"In creating the all-purpose 'Princess' compact Rock-Ola engineering developed a daring high styling which expresses the many fruitful years of Rock-Ola phonograph tradition of excellence in engineering and designing—unexcelled dependability and true quality for all types of locations."

The new 100 selection compact "Princess" phono is the lowest priced coin-operated machine offered to operators since 1951, according to Doris and its desirability is further enhanced by the all-important fact that it is so completely compact that it will very easily fit in any size location.

Doris further stated that initial sales reception has so depleted an unprecedented peak production, greatly increased by added expansion in the huge Rock-Ola factory, that he has been unable to accumulate an inventory stock. All production is earmarked for immediate shipment to distributors. This situation will of necessity prevail for a short period of time, before all territories are sufficiently stocked with "Princess," and its accessory line.

Two accessories proving very popular among Rock-Ola distributors and with music operators, as soon as they were introduced, are the "Feature Star" panel and "Mech-O-Matic" intermix turntable for 33-1/3-45 rpm records.

The "Feature Star" panel is very easily snapped into position on the "Princess" phono by the operator or location. This equipment is optional. Through its simplicity of installation an entirely different feature album cover color photo or sleeve can be installed as often as is desired by the operator or location owner. It is easily visible in its convenient position just below the selector panel, under the glass.

Another Rock-Ola accessory receiving excellent acceptance everywhere, according to Doris, is the aforementioned 33-1/3-45 RPM "Mech-O-Matic" intermix turntable (optional equipment), which permits complete intermix of 33-1/3 and 45 RPM, 7 inch records in any sequence, and in any bank of records. Installation is reportedly so simple that almost anyone can accomplish it with complete simplicity and in a matter of a few minutes, according to Jack Barabash, Rock-Ola's field service head.

Rates for the weekend are more than reasonable at \$39 per person. Cocktail parties, dinners, luncheons, golf, shows and swimming are all planned. For information regarding transportation from the Binghamton Airport, or the agenda, call Mrs. McCarthy at Hurleyville 284. For reservations and information call Al Denver or Nash Gordon at CI 5-7550 in NYC.



EDWARD G. DORIS

Another feature certain to create interest among location owners, according to Doris, is the "Personalized Title Bar," constructed of special extruded aluminum paneling. This title bar and a complete set of easily snapped-in alphabetical letters and numbers are built into the "Princess" phono for the location owner to easily prepare his own personalized sign for the phonograph.

Other equally important Rock-Ola "Princess" features include the "Tri-Fonic" flexibility whereby the Tri-Fonic switch permits instant conversion from monaural to stereo sound, or reinforced stereo sound at the mere flip of a switch. No conversion parts are needed.

Also, now for the first time in the history of coin-operated phonographs Rock-Ola has produced an entirely new "Compact Revolving Record Magazine" and mechanism designed specifically for use in a small phonograph, according to Doris. The mechanism has fewer moving parts for more rapid cycling and maximum ease

of servicing "while preserving the traditional Rock-Ola revolving mechanism design and operating dependability."

Doris further stated: "Another new Rock-Ola exclusive is the simplified coil-less selector, whereby selections are achieved through spring-loaded self-cleaning selection levers which are activated by two motor-driven revolving carriages. The elimination of electro-magnetic coils reduces service calls and assures ever increased dependability for greater operating profits."

Finally, Doris pointed to the "Feather-touch" Tone Arm plug-in cartridge and snap-in stylus. He explained that now longer wear and much better performance are possible with this "amazing equipment." It contains a special astatic, high compliance stereo cartridge with a snap-in Diamond stylus.

The "Princess" phonograph is further embellished with the Rock-Ola "Reverba-Sound" kit (optional equipment), which is considered by Doris and other Rock-Ola executives as the most uniquely exceptional customer pleaser and play stimulator ever designed by Rock-Ola engineers for coin-operated phonos.

Also, Model 1623-P "Stereo-Twins Junior" extension speakers are matched to the excellent acoustic qualities of the "Princess" phonograph. This speaker set has 8 inch speakers with line matching transformers and tap switches for sound level control. The "Stereo-Twins Junior" speakers can be used separately as a monaural remote speaker or in pairs for stereo sound.

He strongly urged operators in all domestic and in foreign markets to be patient for just a little while, assuring them that all of Rock-Ola's distributors will shortly be amply stocked for deliveries to locations.



DONALD ROCKOLA, VICE-PRESIDENT of Rock-Ola Manufacturing Company poses with two pint-size beauties—Teresa Brewer, Coral Recording star and the firm's new phonograph, the "Princess," compact 100-selection juke box premiered to the trade last week. Miss Brewer was on hand for Cash Box cover photo which appears in this issue. Rockola designed the phonograph.

Cash Box VENDING NEWS

The Vending Machine Industry's Only Newsweekly

Maryland, Conn. Councils Plan PR, Legislative, Health Programs; Sked Meets for Mid-September

CHICAGO — Committees in two NAMA state councils adopted long-range programs this month and will present them to meetings of their full membership in September, according to Thomas E. McCarthy, NAMA staff member who is secretary to all state groups of the Association.

Full member meetings are scheduled for September 18 in Maryland and September 19 in Connecticut, with committees slated to present programs on legislation, public health and public relations.

Outlines for the year-around programs were presented by members of an NAMA "staff caravan" at meetings no August 3 in Maryland and August 8 in Connecticut.

The NAMA caravan included Richard Funk, legislative counsel, David E. Hartley, public health counsel, Walter W. Reed, director of public relations and McCarthy.

In the field of legislation, the committees endorsed a complete program

for dealing with present problems as well as preventing future legislative problems through contact with, and education of, legislators and city councilmen.

A first step will be the collection and analysis of existing vending laws and regulations. This is intended to lead to formulation of council-wide programs seeking fair treatment from both local and state governmental bodies and officials.

Public relations-wise; the committees endorsed: (1) formulation of a state-wide speakers' bureau; (2) council sponsorship of the NAMA United Fund Cup Program; (3) a plan to secure public vending exhibits in co-operation with local electric power and light companies; (4) a program of working with high school counselors to attract top students to careers in the vending industry.

The public health committees set these goals: (1) to gain better acquaintance with state and local health

officials as well as local health regulations governing the entire food industry; (2) to establish regular meetings with top health authorities; (3) to serve as liaison committee between operating companies and all health authorities in the state; (4) to develop and sponsor voluntary self-inspection score sheets; (5) to develop in Maryland a model health code for use as needed; (6) to provide industry information and training on sanitation for government officials.

McCarthy said that similar action programs will be launched through NAMA staff caravans in all state councils before the end of the year.

Louis P. Grossman, president, Connecticut Automatic Merchandising Council, announced the following committee members: Legislative committee—Julien B. Brightman, chairman, Newgate Ginger Ale Company; Sidney Diamond, Refresh-O-Mat, Inc.; F. H. Keefe, Canteen Company; R. L. Boyesen, Inc.; A. J. Masone, Automatic Sales Company, Inc.; John Latshaw, Automatic Merchandising Corp. of New England; Edward Beresth, Self-Service Sales, and Dexter Wheelock, Automatic Coffee Service of Connecticut.

Public health committee—Maury Gottlieb, chairman, National Automatic Services; Gerald A. Nantais, Atlantic New York Corporation; Harold J. Folz, Folz Vending Co., Inc.; Joseph Bishara, Continental Coffee Company; Dave Holley, Sealtest Dairies; Company, Inc.; Thomas Burkhard, Alan Brightman, Newgate Ginger Ale Borden Mitchell Dairy Company; Les Lenzer, Vendaway, Inc.; Michael Zarcone, Coffee Vending Company; Sidney Shapiro, Kwik Kafe Automatic Vending; Charles Twigg, Servend, Inc.; James J. Jeffries, Jeffries Automatic Services, and Louis P. Grossman, How-Dee Company, Division of Automatic Retailers of America, Inc.

Public relations committee—Joseph Charbonneau, chairman, Refreshment Service Co.; Robert F. Radway, Radway's Dairy, Inc.; Benjamin Frischstein, Tasty Vending Enterprises of Connecticut; Albin Romano, Romano Caterers; Jayson Berger, Food Services of Connecticut; Charles O. Winslow, Coca-Cola Company; Joseph Burke, M. J. Hurley Vending Co.; Al Lorenz, The Austin Gosselin Sales Co.; Joseph Ficca, Automatic Cigarette Service; Gershen Weil, Self Service Sales Corp.; Hyman Berwisht, Reliable Cigarette Service Co.; F. J. Mason, Jr., Mason's, Inc.; James O'Connor, P X Vending; Albert Rothbart, A B C Vending Company, and Harold Wheeler, Canteen Company.

Robert Taylor, president, Maryland Automatic Merchandising Council, announced these committee members: Legislative committee—Ralph Globus, co-chairman, Kwik Kafe; Gordon Otter, co-chairman, Coca-Cola Betting Co.; Aaron Goldman, advisor, Macke Vending Company; Frank Sanders, Canteen Company, and Joseph Harmon, Baltimore Cigarette Service.

Public health committee—Robert E. Piker, chairman, Coffee Time, Inc.; Michael N. Mallis, vice-chairman, The City Vending Co.; Charles R. Greasley, Dairy Products Vending Service; George Watson, A. L. Mathias Co.; Walton Duckett, Macke Vending Co.; and S. Lawrence McNeil, Quality Vending Service.

Public relations committee—Bob Irvine, chairman, Automatic Food Systems, Inc.; J. Gilbert Stine, vice-chairman, Serv-U-Vending Co.; Raymond C. LeBlanc, Coffee Service; Herbert Bent, Benroy Caterers; Teddy P. Collier, Automatic Sales, Inc.; Gordon Eldridge, Canteen Company; and Louis H. Rosenblum, Robot Vending Co.

Rule Conn. Cities Cannot Regulate License Vending

CHICAGO—Local municipalities in the state of Connecticut do not have authority to regulate or license vending machines, according to a recent formal ruling by the state attorney general.

Richard W. Funk, NAMA legislative counsel, reported that the opinion was given August 2, in a letter to Commissioner Attilio R. Frassinelli of the Connecticut Department of Consumer Protection—the agency charged with administering the state-wide vending law.

"This opinion officially confirms the intent of the Connecticut legislature when they passed the vending bill last June," Funk said.

The attorney general made the ruling after two municipalities asked whether they had the right to continue enforcing local vending machine regulations.

Louis P. Grossman, president of Connecticut Automatic Merchandising Council, said the local pre-emption clause of the Connecticut vending law (section 10-b) is of paramount importance because "local regulation could have seriously hampered vending operations in the state."

The attorney general's ruling followed several consultations between that office, the Department of Consumer Protection, members of the NAMA staff and officials of the Connecticut Automatic Merchandising Council.

Canteen Votes Stock Div.

CHICAGO—The Board of Directors of Automatic Canteen Company of American declared a 1% stock dividend, payable November 1 to holders of record September 15, and a regular quarterly cash dividend of 15 cents per share, payable October 2 to holders of record September 15. The market value of the shares to be issued for the stock dividend will approximate \$2,200,000.

Ops Offered Aid On New VA Compliance Note

CHICAGO—Vending operators can contact the National Automatic Merchandising Association for advice and assistance in connection with a new vending machine directive issued last month by the Veterans Administration for hospitals under its jurisdiction.

According to David E. Hartley, NAMA public health counsel, the directive requires proof of compliance with public health code standards for all bulk product and perishable product vending machines which are used at Veterans Administration facilities.

The NAMA Machine Evaluation Program (at Indiana and Michigan State Universities) was set up to simplify examination and compliance procedures, Hartley said. "As a result, each manufacturer is authorized to supply photostatic copies of NAMA Letters of Compliance direct to the operator on equipment which has been examined and awarded such a letter."

"In cases where the manufacturer can not be reached, NAMA will be able to furnish such copies to the operator on request," Hartley said. He added that the complete listing of all equipment approved under the program is also available from NAMA, but only to dues-paying members.

"NAMA will gladly assist operators who encounter problems in connection with the new V A directive, or those who are unable to secure copies of certificates of compliance from the machine manufacturer on certified equipment," Hartley said.



MARYLAND MEN PLAN PR PROGRAM—Members of Maryland Automatic Merchandising Council's public relations committee discuss state-wide speakers' program. The group met August 3 in Baltimore to hammer out a year-long action program in public relations outlined by NAMA. Looking over the new NAMA speakers' kit are: (l. to r.) Raymond C. LeBlanc, Coffee Service; Bob Irvine, Automatic Food Systems, Inc.; Herbert Bent, Benroy Caterers, and Gordon Eldridge, Canteen Company.

VENDERS!!!!

... and every machine is guaranteed.

9 Seeburg E-2	\$245	8 Eastern Mark II	\$125
9 Bally Cigarette	135	4 Lyons VMC1400	95
3 Spacarb 4D53	175	1 Spacarb 4D52	150
2 Spacarb 4D51	125	1 Rowe Milk	250
2 Rowe Sandwich	195	2 Rowe Pastry	125
1 Vendo HB900A	495	4 Stoner D-500	275
1 Stoner D-1	275	1 Hot Spa-Cole	250
1 Dari o Matic 500	195	2 IVI Bonanza	725
1 Rudd-Melikian #300 ...	900		

REDD DISTRIBUTING CO., INC.

126 Lincoln Street, Brighton 35, Mass.
PHONE: ALgonquin 4-4040 — CABLE "Reddinc"

IT'S
MORE
FUN
TO
COMPETE!

Deluxe
in every
detail!
Beautifully
illuminated
playfield!
PLENTY
OF
ACTION!

Single or
Twin Chutes
•
Slug
Rejector
•
Locked
Cash Box

LOCATION
TESTED
FOR PROFITS



Double YOUR EARNINGS
with Williams

2-PLAYER (adjustable 3 or 5 ball Play)

DOUBLE
BARREL

2 SHOOTERS FIRE BALL FROM BOTTOM AT

MOVING TARGET

to increase values of 2 side skill pockets

FEATURES:

- ★ 2 Launching Pads at lower playfield "bang" balls back up playfield to hit "Moving Target." Boost up values of 2 side pockets.
- ★ Rollovers increase values of Jet Bumpers.
- ★ Plasticote Finish on playfield. Very Smooth.

OPERATE Williams DOUBLE BARREL!

This is an opportunity that comes only once in a while. Make the most of it. Order your Double Barrel games now.

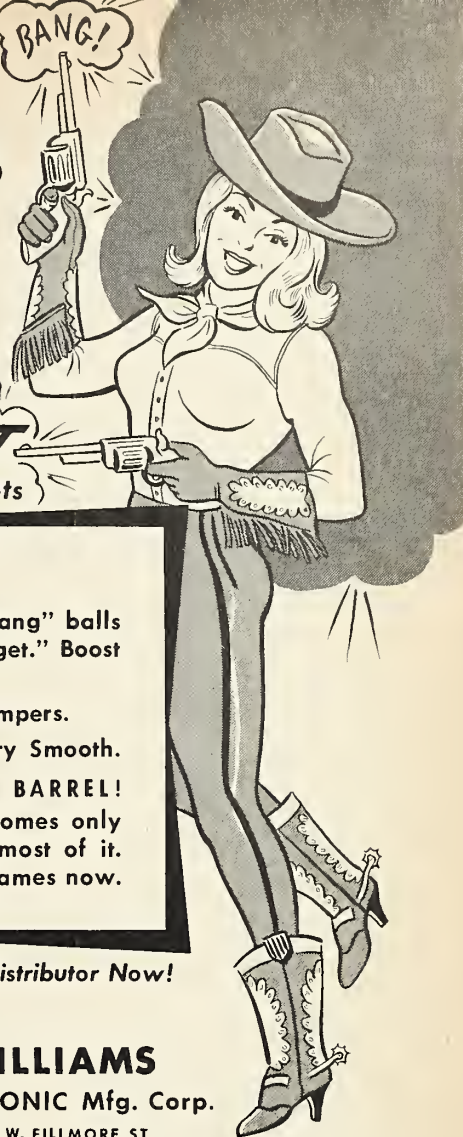
See Your Williams Distributor Now!



WILLIAMS
ELECTRONIC Mfg. Corp.

4242 W. FILLMORE ST.
CHICAGO 24, ILLINOIS

WHEN YOU BUY A FLIPPER GAME—BUY THE BEST—BUY WILLIAMS



Stars Shine At Donan Rock-Ola "Princess" Debut

CHICAGO—Don Moloney and Mac Brier, Donan Distributing Company, distributors throughout this area for Rock-Ola coin-operated phonographs and Bally amusement games and kiddie rides, hosted a gala showing of the new Rock-Ola "Princess" compact phonograph and the new Bally Bowler, to music operators from throughout this territory, Sunday, August 13 in the Old Chicago Room of the Hotel Sherman, this city. The music operators and guests in attendance enjoyed a cocktail party and buffet supper throughout the evening.

Executives of the Chicago based Rock-Ola Manufacturing Corporation and Bally Manufacturing Company were on hand to meet and greet the operators. Among those present were Herbert Jones, vice president of Bally; Edward G. Doris, executive vice president of Rock-Ola and other Rock-Ola brass including Ralph Wyckoff, director of advertising and sales promotion; Jack Barabash, head of

field service engineering; Lester A. Rieck, midwest sales manager, and their wives.

The soiree was highlighted by the appearance of several popular recording artists who were in Chicago fulfilling engagements. The operators enjoyed the company of Duke Ellington (Columbia); Johnny Tillotson (Cadence) and Norma Rivers (Vassar).

Donan personnel attending the soiree were Casimer Osiol, Norb Paskon and Bob Van Allen. Bally personnel on hand were Bob Breither and John Rosenberger.

Operators and guests in attendance included Max Berenson (Dist. Corp. Ill., Chicago); John McGowan (McGowan Bros. Music, Chicago); Tom Cassiday (Amusement Service & Dist. Co., Spring Valley, Ill.); Glen Sears (Davenport, Ia.); Ed Holstein (Ace Music, Chicago); Ed Bukala (East Chicago, Ind.); John McCarthy, (Sealcraft Co., Chicago); Mr. & Mrs.

George Peters (Triangle Sales, Peoria, Ill.); Frank Padula (Melody Music, Chicago); Mr. & Mrs. David Wolfe (Chicago); Mr. & Mrs. Don Rudolph (Borns Amuse., Chicago); Bernard Lazar (Bern's Amuse., Chicago); Mr. & Mrs. Silvio Massa (M & M Music, Munster, Ind.); Mr. & Mrs. Joe Petritsch (Valley Music, Aurora, Ill.); Tony Hodina (Unique Music, Berwyn, Ill.); Mr. & Mrs. Cecil DeLoian (Chicago); Mr. & Mrs. Jesse Mallett (Eastern Music Co., Chicago); Art Cozzalino (AJC Amuse. Chicago); Dick Davies, Bob Shurts (Automatic Music, Urbana, Ill.); Phil Weisman and Herman Greisdorf (Universal Music, Chicago); Mr. & Mrs. Mike Detzek (Champion Music, Chicago); Mr. & Mrs. Sam Greenberg (Elliot Music, Chicago); Sidney Katz (Clover Music, Chicago); Evon Holt (Suburban Music, Riverside, Ill.); and Mr. & Mrs. Jack Amoroso (Mercury Music, Chicago).

THE PRICE
IS RIGHT

Send For
New Listings
Today

ARCADES-GAMES
BINGOS-RIDES
MUSIC, ETC.

DAVID ROSEN

Exclusive AMI Dist. Ea. Pa.
855 N. BROAD STREET, PHILA. 23, PA.
PHONE — CENTER 2-2903



STARS AND COINMEN MADE THE SCENE when Don Moloney premiered the Rock-Ola "Princess" phonograph in the Hotel Sherman last week. Far left, Johnny Tillotson, Cadence recording star poses with "Princess" Helene Ellison. Top left, Glen Sears, Ed Holstein, Duke Ellington and John McGowan. Top right, Frank Holzfiend, The Duke, Lee Brooks (Cash Box), Norma Rivers, Vassar record starlet and Cosnat's Ed Walker. Bottom left, Moloney and Miss Rivers. Bottom center, Art Velasquez and Frank Padula, Chicago ops. Bottom right, "Doc," Norb Paskon, Tom Cassiday, Norma Rivers and "Fritz." Far right, The Duke and The Princess.

Part Of New "Lucky 7" Contest

Buy 3 Rock-Ola's, Take Pics With Free Polaroid - You May Go To Las Vegas!

CHICAGO—Edawrd G. Doris, executive vice president of Rock-Ola Manufacturing Corporation, this city, announced last week that operators are now invited to vie for an exciting vacation for two in Las Vegas, in Rock-Ola's "Lucky 7" contest. The vacation package includes flights to and from Las Vegas in first class jet comfort, finest accommodations available of a suite, complete with all the trimmings in the Tropicana Hotel for 6 days and 7 nights, and the constant use of a 1961 convertible automobile.

Also, Rock-Ola will provide the winning couple with \$250 in cash to gamble with at the casinos, or to use at their own discretion, and front row center seats at all of the best shows in Vegas.

Doris invited all operators to enter this "easy to win" contest. In order to be eligible the operator must first purchase 3 "Princess" model 1493 phonographs between August 7, 1961 and November 7, 1961. Automatically then the Rock-Ola sales office will send to the operator as a gift a Model J66 Polaroid Land Electric Eye camera kit complete with carrying case, flash outfit and film. Operators are entitled to one complete camera kit for each purchase of 3 model 1493 phonographs.

Then the operator is instructed to shoot pictures in the 3 locations he placed the "Princess" phonos, showing the "Princess" in action on location.

The operator then sends his photographs to Ralph Wyckoff, advertising manager of Rock-Ola Manufacturing Corp., 800 North Kedzie Avenue, Chicago 51, Illinois. A team of qualified judges will choose the best photograph of the lot, and the winner will receive the Las Vegas vacation for two. Judges will be Robert Haas, Robert Haas Advertising Agency; Lee Brooks of Cash Box, and Nick Biro of Billboard.

Competing operators are urged to write their names and addresses (and city, zone and state) on the back of each photograph, plus the name, address, city, zone number and state of the location where the picture was taken. The contest closes at midnight, November 7, 1961. The winning operator will be notified on December 7, 1961. No entries postmarked later than November 17, 1961 will be accepted.

The operator who wins the Las Vegas trip will also get an extra Model J66 Polaroid Land camera kit to present to the location owner whose installation was judged the winner.

Chi Coin Ships "Triple Gold Pin"

CHICAGO—Samuel Wolberg, president of Chicago Dynamic Industries, Incorporated, this city, announced last week "a potential big money maker" for the nation's operators, in Chicago Coin's "Triple Gold Pin" shuffle alley. The shuffle offers six different scoring games.

Reportedly the most exciting feature, according to Mort Secore, sales representative for the firm, is the "Triple Gold Pin" feature whereby the gold pins light at intervals in the game for higher scoring. The three end pins (diagonally—"1", "7" and "10") are gold pins.

When the "1" gold pin is lighted, strikes score 1000 points, and spares are 600 points. The "1" and "7" pins lighted nets the player 900 points for a spare and 1500 for the strike. Finally, all three pins (head pin "1", "7" and "10") gold pins lighted are good for 2000 for a strike and 1200 points for a spare.

Other exciting scoring games in the new shuffle alley are "All Strike," "Lite-O-Matic," "Flash-O-Matic," "300 Champ" and "Regulation" bowling. Another scoring feature highly lauded by most of the executives at Chicago Coin is "Flash-O-Matic," which offers the player exciting high scoring, deftness, skill and timing (keeping up with the lights flashing across the playfield).

The ever popular "300 Champ" bowling game had been speeded up previously, when it was incorporated into the "Princess" bowler.

Finally, Secore stated that no Chicago Coin bowler would be complete without "Regulation" bowling. This game adheres to standard ABC scoring rules. A perfect game scores 300 points.

Wolberg concluded by stating that the Chicago Coin factory is operating at full production to meet the demands for "Triple Gold Pin" shuffle alley bowlers from the firm's distributors.



Eastern Flashes

A quick glance at steel production figures, stock market prices, and general inventory reports from industry in the US tells us that perhaps the dog days are over and the economy is on the upswing. Only the Fall will tell and the opinion here is that business in general is definitely on the rise. War scare talk hasn't had too much effect on spending and with the summer season coming to a close businessmen are looking for an inflationary close to 1961.

The coin machine business hereabouts seems to have picked up prematurely if these predictions are proven accurate since wholesalers have enjoyed a spurt in machine sales for three consecutive weeks now. Quite a feat considering the mid-August period when many ops are vacationing, as are the patrons of the city's taverns.

New equipment continues as Rock-Ola introduces its new "Princess" phonograph throughout the nation. The compact 100-selection juke box was pre-sold very heavily and the sales figures were very respectable even before the machine was officially announced and formally displayed. Al Simon, Mickey Anderson of the Greco Brothers, Vic Conte, Irv Blumenfeld, Dave Stern, Dick Mandel, H. Robinson, Allan Dickson, Larry LeSturgeon, H. Sanders and Sam Taran were in charge of the east coast shows and each one did a fine job, according to the Rock-Ola plant. Donald Rockola got a personal boost out of the acceptance of the juke box since he was the one who designed it (as he did several previous models). ChiCoin's new "Triple Gold Pin" shuffle alley arrived in distrib showrooms last week and it promised to be a strong followup to the "Pro" and "Red Pin" successes. ChiCoin has new offerings in arcade equipment also on display at distributors in the shape of the new Basketball and Hockey arcade machines. Actually, these games are good steady earners once you find the proper spot for them and the depreciation is much less.

Looks as if 33's are here to stay with AMI and Seeburg both coming through each week with additional packages for the 33-45 phonos currently on the market. Mercury just released a batch of 'em as did ABC Paramount and Capitol. Speaking of records for juke boxes, have you checked United Artist and Columbia as well as Roulette releases for juke boxes. These three mftrs are specializing in disks for jukeboxes. And of course, there's Johnny Bilotta's promotional fete introducing Norma Rivers to the industry with her two new releases on Vassar's label.

The Supermarket non-foods show held last week at the Trade Show Bldg. was a flop. No one showed much interest altho they say this is where better than 50% of the supermarket business is done. A pocket-book vendor (the kind you read not the kind your wife uses to stash pin money), a film vendor, a background music unit adaptable for commercial use in the food stores, and some peanut-ball gum vending machines were displayed but the action was very slow. Joe Munves was seen strolling through the display and exhibits looking for an angle and he may have found more than one. Curtis Industries, New York, tell us they have a compact phono, made in Germany, going on sale in the US, that features 60-selections and comes equipped with hardware for wall installations.

Murray Kaye and Meyer Parkoff are hustling the Seeburgs out of Atlantic City these days and Kaye advised that "this is the going-est August we've ever had. Just as it's about to slow, another order either walks in or the phone rings bringing good news." . . . Sarah Saks, Best Music Co., collecting her payments for past week's shipping as she strolls Tenth Avenue in search of additional machines in need of a trucking service. Sarah operates as well as ships and she's probably the only woman operator-trucker we know of.

Irv Holzman and his wife Ruth spent four days in Atlantic City after a hectic week selling the "Dolphin" shuffle and clearing the decks for action for the up and coming new "Viking" shuffle alley the latest machine expected from United.

Al Simon's operator showing of the "Princess" Rock-Ola phono last week brought ops from the territory onto Tenth Avenue and while they were there the ChiCoin and Auto-Photo equipment was displayed as well. Al D'Inzillo will leave on vacation once the showing is over and the sales and orders have been processed so that there won't be too much piled up when he returns from what we believe will be a motor trip.

Mike Munves is shipping regularly with several orders to Freedomland fattening an already healthy season's business while Joe spends a little time at his sideline—collecting old and in some cases, ancient, phonographs and music boxes. Know of any antique phonographs for sale? Call Joe. . . Jim McCann is from Long Beach after driving all the way from Westchester to the Island to NYC and then back up to the Bronx. Jim is just one of many ops who are benefiting from the Music Operator of New York location contracts featuring the arbitration clause. More mail on this contract form since we reprinted the editorial on it again in the Directory issue last month. If you want a copy of it just write.

Nash Gordon, busy man about town, lining up ticket reservations for the up and coming coin machine weekend skedded for Sept. 30 in the Laurels. The MONY, NYSOG, AND NYSCMA, managed to fill all available space allotted and Gordon tells us the coinmen will take another building, not originally planned on, to accommodate one and all with first class facilities. All this for three days for only \$39. Call Al Denver or Nash at CI 5-7550 for reservations.

Abe Lipsky and Harry Koeppel, Libra Distributors, continue a third week's good business as Eddie Cjaskas tells us the new arrival (baby girl) is doing real well. . . Dave Lowy holds down the front alone as Sylvia stays at home with a cold. Dave is doing very well these days with specialized selling and a good route all doing just fine. Cigarettes are the extent of his vending interests but Lowy's looking to more complex fields. Probably coffee and cold drink first, then food vending. . . Sam Taran expected in town, staying at the Plaza, as this is written. Purpose of trip: attend grandchildren's birthday party! . . .

The Runyon staff reports that all's well with Perry Lowengrub working the metro area while Kempy slaves away in the upstate area, selling phonos and games. Shugy advises that while Myron hasn't written "even a postcard" to his parents or friends, the coin machine orders have been coming in from a most every country he's scheduled to visit. "So I guess he's over there!", said Shugy, who inferred that the export man is doing a bang-up job in every country he visits.

WANT

Your Inventory Selling Lists For Myron Sugerman Runyon International Executive

Myron Sugerman is leaving for an 11 country tour of Europe, Saturday, August 5, 1961

Our Mildred Bergman will forward your lists to Myron

RUNYON SALES COMPANY

Factory Representatives for:

AMI Inc., Bally Mfg. Co., Irving Kaye Co.

221 FRELINGHUYSEN AVENUE

Newark 8, N. J. Bigelow 3-8777

Offices: New York, N. Y. and Hartford, Connecticut

Cable Address—RUNYONEX NEWARKNEWJERSEY

RESTYLED CABINET EXCHANGE

WRITE FOR FREE information and circular.

We ship you our RESTYLED cabinet, you transfer your mechanism, amplifier, etc. and return old cab.

DO-IT-YOURSELF KITS for model B-C-W-G-R

DISTRIBUTORSHIPS available in same areas.

GLASS DOMES FOR Model B & C \$19.50

SUN REFINISHING CO. ED 2-4935

201 E. DAGGETT, FT. WORTH, TEX.

ROCK-OLA presents

the Princess

**all purpose
stereophonic
monaural compact
console phonograph**



a totally new concept in *Compact* design

MODEL 1493 100 Selections

ROCK-OLA presents the Princess

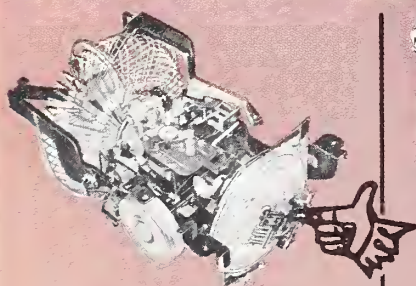
COMPACT NEW DESIGN
FOR GREATER FLEXIBILITY
SAVES ON SPACE,
SAVES ON SERVICE

The entire mechanism and selector system of the "Princess" was designed specifically for use in a compact phonograph. For this reason you will find in the ROCK-OLA "PRINCESS" many new innovations in phonograph design and engineering.

With these many new features made possible by Rock-Ola's long tradition of engineering skill, the famous Rock-Ola dependability has been preserved and increased for greater operating profits. The Rock-Ola "Princess" is your guarantee of years of trouble free performance.



33 $\frac{1}{3}$ —45 RPM MECH-O-MATIC INTERMIX PLAY. Dual-speed Rock-Ola Built turntable permits complete intermix of 33 $\frac{1}{3}$ and 45 RPM records in any sequence in any bank of records. No matter the speed or whether it's stereo or monaural records, they can all be played on the PRINCESS, the one truly flexible phonograph. Only the PRINCESS gives complete protection for all future location needs. (Optional Equipment)



NEW SIMPLIFIED SELECTOR. Another new Rock-Ola exclusive: is the simplified coil-less selector. Selections are achieved through springloaded, self cleaning selection levers activated by two motor driven revolving carriages. The elimination of electro-magnetic coils reduces service calls and assures increased dependability for greater operating profits.

COMPACT MECHANISM. Now for the first time in the history of Coin-Operated phonographs, Rock-Ola has produced an entirely new Compact Revolving Record Magazine designed specifically for use in a small phonograph. The NEW Rock-Ola compact mechanism has fewer moving parts for faster cycling and maximum ease of servicing, while preserving the traditional Rock-Ola Revolving mechanism design and operating dependability.



PERSONALIZED LOCATION PANEL. Now you can personalize the Princess Phonograph for each location, by quickly and easily snapping into place the Title bar letters provided. A full set of snap-in letters provides you with full Location, Personalization Flexibility.



FEATHER-TOUCH TONE ARM PLUG-IN CARTRIDGE SNAP-IN STYLUS. Longer record wear and better performance are now possible. The Princess incorporates a new, stylish, feather-weight tone arm containing a specially designed Astatic high compliance stereo cartridge with a snap-in DIAMOND stylus. The famous Rock-Ola serviceability is again shown in the cartridge which merely plugs-in with no wires or connections to loosen or solder. These features are just another proof of Rock-Ola's economy of operation developed through years of on "Location Testing."



look to **ROCK-OLA** for advanced products for profits

ROCK-OLA MANUFACTURING CORPORATION
800 N. Kedzie Ave., Chicago, Ill.

TRI-FONIC FLEXIBILITY

Only from a Rock-Ola Phonograph with its "Tri-Fonic" Flexibility do you get three phonographs in one.

The Rock-Ola built dual-channel amplifier with its "Tri-Fonic" switch permits instant conversion from monaural to stereo or reinforced stereo at the flip-of-a-switch.

There is no need for costly conversion parts. Only stereo extension speakers are needed. Rock-Ola's three position "Tri-Fonic" switch offers these three sound choices:



MONAURAL SOUND POSITION ON THE TRI-FONIC SWITCH DELIVERS All the sound thru the two built-in main unit speakers. One heavy duty 12" speaker and a wide dispersion high compression driver horn which are skillfully matched for the finest of high fidelity music in any location.



STEREOPHONIC SOUND Position on the TRI-FONIC SWITCH Delivers all sound power to the two separate stereo extension speakers. Eliminating the main unit speakers, this allows the phonograph to be placed in a profitable heavy traffic area while the speakers are placed for best stereo reproduction.



REINFORCED STEREO SOUND POSITION on the TRI-FONIC SWITCH DELIVERS the true stereo music to the extension speakers and also supplies monaural music to the main unit speakers. This combined woofer and tweeter speaker arrangement fully compensates for any acoustic deficiencies and provides smooth, aural-balanced, stereophonic sound even in extra large or odd shaped locations.

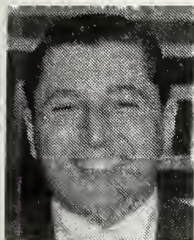


« REVERBA-SOUND »» New CUSTOMER PLEASING SOUND « REVERBA-SOUND »» The Sound of the Future... Today... is available on the PRINCESS COMPACT PHONOGRAPH. (Optional Equipment).
ROCK-OLA'S « REVERBA-SOUND »» Reverberation Unit produces concert hall realism from recorded music in all locations regardless of size or configuration through an electronically integrated acoustical delay line system. Rock-Ola's « REVERBA-SOUND »» fill every corner of the location with deep, rich melodic tones for true living-presence "wall to wall" music.



Chicago Chatter

The first obvious sign of the approaching Fall season, which, according to numerous reports holds promise of excellent business, is strongly indicated this week as several of the amusement games manufacturers are introducing new games. Also Rock-Ola Manufacturing Corp. has already presented a power-packed campaign premiering the exciting, new "Princess" compact, stereo-monaural phonograph to the music operators. Included among the new amusement games offered are D. Gottlieb & Co.'s 2-player "Lancers" pinball, Williams "Double Barrel" 2-player pingame, Chicago Coin's "Triple Gold Pin" shuffle alley bowler, and finally, Midway Mfg. is readying a new rifle target amusement game that already has Joe Robbins, Empire Coin Machine Exchange, Midway's local distrib., cheering loudly. New games already give a new season a hefty "shot-in-the-arm" when it is really needed.



JOEL STERN



NATE FEINSTEIN



ROY MCGINNIS

Getting back to D. Gottlieb & Co., Nate and Alvin Gottlieb sang the praises of the new "Lancers." They advised that this game has attracted considerably more play—and, of course, greater profits in test locations recently concluded. . . . While Art Weinand, director of sales for Chicago Dynamic Industries, is on vacation Mort Secore gave us the grand "cook's" tour of the ChiCoin plant where we challenged him to a game on "Triple Gold Pin." (Did you have to ask who won?—Mort, of course.) Mort stated that immediate indications prophesied a healthy future for this new ChiCoin shuffle bowler. Prexy Sam Wolberg assured us he's mighty high on this game, while spelling out the fantastic success Chicago Coin shuffle alleys and bowlers have been enjoying everywhere.

As Sam Stern, president of Williams Electronic Mfg., is touring the European continent on a whirlwind business jaunt sales manager Jack Baigelman waxed considerable enthusiasm in spelling out the scoring features in Williams' new "Double Barrel" pingame. Jack is equally enthusiastic about the coming Fall season and its prospects for coinbiz. . . . We spent some time with Bally vice prexy Herb Jones at the Donan Distribs shindig last Sunday, in the Old Chicago Room of the Hotel Sherman. Herb, who attended the soiree to greet local operators, urged us to keep reaching the nation's operators, distributors and coin machine manufacturers to make them aware of the dire straits of the Coin Machine Council's public relations campaign. "It takes everyone's efforts to keep the PR ball rolling," he said.

With Herb Jones at the Donan shindig were Ballyites Bob Breither and John Rosenberger. Missing were general sales manager Bill O'Donnell and Art Garvey. . . . We're certain it will warm the cockles of the hearts of United Mfg.'s Herb Oettinger and Bill DeSelm to know that Gil Kitt, owner of Empire Coin Machine Exchange, and his sales chief Joe Robbins heaped oodles of praise on United's "Classic" big ball bowler and "Dolphin" shuffle alley bowler. Joe tells us he's enjoying highest sales ever now on these two United amusement games. By the way, Robbins issues a warning (chuckle) to "whom it may concern": When invited to have dinner with Midway's Hank Ross and Marcine (Iggy) Wolverton it's like being in the middle of an "automatic washing machine." ("Dizzy they made me," he sez.) The wonder of the decade would be Bally's Art Garvey to change his name to "Goldberg" (With a thick Irish brogue yet, Joe?) Methinks Joe is making friends and influencing people (oh, yeah!).

Since coinbiz is in the midst of the summer doldrums Paul Huebsch, vice prexy of J. H. Keeney & Co., gathered up his lovely Rosemary and all the little Huebsches and took off for a much needed vacation. While he's away Clayton Nemeroff, Harold Dorgan and Joe Shields will mind the store. A sad note: Keeney prexy Roy McGinnis returned to the hospital for further convalescence (and we thought he was doing so well). Through it all Roy manages to keep smiling. . . . Despite the hot weather "dog-days" business continues well at First Coin, according to prexy Joe Kline and Sam Kolber. Fred Kline manages to spend most of his time on the phones making sales.

Another happy business note comes to us from Nate Feinstein and Harold Schwartz, Atlas Music Co. Sales on all of the AMI music and Rowe vending equipment is maintaining a "fine healthy pace." Meanwhile Eddie Ginsburg departed last week for Des Moines, Iowa to look over the remodeling work pressing on in the new Atlas Music offices and showrooms for the Iowa territory. Eddie hopes to have the premises ready for the Grand Opening shortly.

ATLAS — MUSIC and ROWE VENDING MACHINES.
COMPLETE STOCK OF PARTS . . . FAST SERVICE!

Choice Reconditioned VENDING EQUIPMENT

STONER D-500 COFFEE	.....\$295
STONER D-13 HOT DRINK	.....595
SEEBURG 800-E2 CIGARETTE	.....275
SMOKESHOP V-27 (18 Col.)	.....215
SMOKESHOP V-36—New (27 Col.)	.....WRITE
CONTINENTAL CORSAIR 20	.....195
NATIONAL MODEL 111 CIG.	.....175

SPECIAL!
ROCK-OLA MODEL 1446
\$195
RECONDITIONED

MUSIC

A.M.I. K-200	.....\$660	SEEBURG 222	.....\$795
A.M.I. J-200	.....595	SEEBURG K-200	.....445
A.M.I. I-200-E	.....545	ROCK-OLA 1468—120, Sr.	625
A.M.I. J-100M	.....495	ROCK-OLA 1455	.....395
A.M.I. G-120	.....295	WURLITZER 2300-S	.....625
A.M.I. F-120	.....250	WURLITZER 1900	.....375
A.M.I. E-80	.....145	WURLITZER 2100	.....365
SEEBURG 201	.....675	WURLITZER 2000	.....245

Distributors for
AMI—ROWE



A Quarter Century
of Service

ATLAS MUSIC COMPANY

DIV. OF AC AUTOMATIC SERVICES, INC.

2118 N. Western Ave., Chicago 47, Illinois, U.S.A.

ARmitage 6-5005

For SERVICE and PARTS
ATLAS is STILL Your
Best Bet!

1/3 Dep., Bal. C.O.D. or Sight Draft.
F. O. B. Chicago

WORLD'S MOST COMPLETE COIN MACHINE CATALOG — **FIRST** FREE to IMPORTERS

COIN MACHINE EXCHANGE, INC.

Wally Finke & Joe Kline

1750 W. NORTH AVE. • CHICAGO 22, ILLINOIS • Dickens 2-0500

World Wide's Joel Stern and Len Micon are trying to get in as much golf as they possibly can now, 'cause soon the pressure of business in the World Wide showrooms will keep them confined to the hefty sales of Seeburg music and vending machines which they anticipate. Fred Skor and Howie Freer are staying close to the home base keeping in touch with operators who drop in.

Operators galore dropped in to the Old Chicago Room of the Hotel Sherman to visit with Don Moloney and Mac Brier, Donan Distribs, who showed the new compact Rock-Ola "Princess" stereo-monaural phono and the Bally bowler. Among the ops there were old friends Eddie Holstein and Frank Padula, Art Cozzalino, Dick Davies, Phil Weisman, Herman Greisdorf, Mike and Irene Detzek, Sam Greenberg, Sidney Katz, Evon Holt, Jack Amoroso, Max Berenson, John McGowan, Tom Cassidy, Glen Sears, Ed Bukala, John McCarthy (a bit of old Erin), George Peters, Dave Wolfe, Don Rudolph, Bernie Lazar, Silvio Massa, Joe Petritsch, Tony Hodina, Cecil DeLoian, Art Velasquez and Jesse Mallett. Rock-Olaites in attendance were Ed Doris, Ralph Wyckoff, Jack Barabash and Les Rieck. Lest we forget the hosts Don Moloney and Mac Brier, with able assists by Donan's Rita Kaplan, Bob Van Allen, Norb Paskon and Casimer Osio.

The huge International Trade Fair closed last week with terrific reports from Ralph Bergsten, managing director and Tom Coulter, executive director of the sponsoring Chicago Assn. of Commerce and Industry to the effect that attendance at this year's fair hit a terrific new high of 650,000. 250,000 more than were on hand in '60. Plans are already being set for the 1962 Fair, which will again be held in Chicago's huge McCormick Place Exposition Hall on the lakefront. . . . Bob Wylie, manager of Empire Coin Machine Exchange in Detroit, Michigan, infos he enjoyed a banner showing of the Rock-Ola "Princess" phono last week.

Johnny Frantz, prexy of J. F. Frantz Mfg., is burning the midnight oil these days keeping production of his amusement games and coin-operated scales humming along. . . . Estelle Bye is keeping her eye on production of shuffle-board electric scoreboards at Marvel Mfg. while prexy Ted Rubey is vacationing in Hawaii. . . . While Carl Happel of Badger Sales in Milwaukee was in town recently we noticed he was getting around more easily with the aid of a cane. He previously spent many painful months in the hospital after experiencing surgery on his hip. . . . We're still getting raves over the recent Cash Box Annual Directory issue from all over the country and abroad—and we're delighted about the whole thing.

Gottlieb Releases "Lancers" 2-Player

CHICAGO — D. Gottlieb & Company engineers and designers went all out recently in creating Gottlieb's new "Lancers" competitive two-player pinball amusement game, according to Alvin Gottlieb.

"Operators everywhere are well aware that D. Gottlieb & Company spares no effort or expense in offering the very best in pinball games," Gottlieb asserted. "In fact, this has been the case throughout the more than 30 years we have been producing top quality amusement games at the lowest possible cost to the nation's operators."

"Now," he continued, "we have achieved the ultimate in cabinet design, scoring features and in profit potential for all locations in Gottlieb's new competitive, two-player 'Lancers' pin game."

"There's no doubt about it," Gottlieb said. "Lancers" has everything it takes to attract more play, more coins and more profit. This is all coupled with its sensational new cabinet design—for a dream performer on location."

One of the outstanding new visible features, according to Alvin Gottlieb, is the generous placement around the playfield area of massive, sturdy stainless steel mouldings. This is also noticeable in the sturdy legs of the game.

"This extensive use of stainless steel provides the location with a clean 'new game' appearance for a mighty long time," Gottlieb stated.

"Naturally," he added, "this study equipment eliminates the need for so many expensive service calls."

"We cannot stress too strongly the desirability of competitive play," Gottlieb said. "Gottlieb two-player pinball games have maintained the greatest possible popularity over the years. And 'Lancers' is one of our finest two-players."

Gottlieb detailed the scoring features in "Lancers" advising that every playing feature was created to assure maximum appeal among potential



ALVIN GOTTLIEB

players at all times. And along with this the thought that "it's more fun to compete."

In playfield action top rollovers light pop bumpers, kick-out holes and side rollovers for the "Super" score. Two center kick-out holes fire balls toward the top of the playfield, and two side holes kick balls toward the super powered flippers.

The bottom rollovers score 200 points when lit. Also two cyclonic kickers light up alternately. There is also a Gottlieb "Match Feature," and conveniently placed flipper buttons. Three or five ball play is optional according to the desire of the operator.

Gottlieb pointed out that the new Gottlieb "Hard-Cote" finish on the playfield extends playboard life to an all time high.

He concluded by stating that production in the Gottlieb factory is such that "Lancers" will continue to be shipped regularly with no letup to Gottlieb's distributors throughout the run of the game.

Williams Ships "Double Barrel" 2-Plyr.

CHICAGO—While Sam Stern, president of Williams Electronic Manufacturing Corporation, this city, is in the midst of a wide ranging European sojourn which is taking him through most of the continent for the purpose of greatly augmenting Williams' rapidly growing export phase in its coin-operated amusement game distribution, Jack Baigelman, sales manager of Williams Electronic Manufacturing, announced the release to the trade this week of Williams' new "Double Barrel" two-player pinball game.

"Double Barrel," according to Baigelman, is loaded with play inducing features. He specifically described a double thrill feature whereby two "shooters" fire balls diagonally toward the center from the bottom of the playfield at a moving circled "star" target. This increases the values of two side skill pockets.

There are two "launching pads" at the bottom of the playfield which "bang" the balls back up the playfield to strike dramatically at the moving



JACK BAIGELMAN

targets. Rollovers increase the values of the jet bumpers on the playfield.

Baigelman further explained that "Double Barrel" has been designed for longer life in its cabinetry and on the playfield, which has a durable "plasticote" finish. This assures durability and smoothness.

He reminded that the ever popular competitive feature is greatly expressed by the fact that two players can play and score "Double Barrel" at one and the same time.

"Williams two-player pinball amusement games have always enjoyed great popularity and acceptance on locations," Baigelman stated.

The game, which has been successfully tested in several random territories prior to its release to the trade, is currently in full production in the Williams plant. Sample orders are now being shipped to Williams' distributors throughout the country.

Baigelman concluded by stating that all three of Williams' pocket pool table models (DeLuxe "90," DeLuxe "75" and Standard "75" tables) are continuing to receive excellent acceptance everywhere.



California Clippings

With the summer season drawing to a close, both operators and distributors are looking optimistically to the Fall and predicting good business. . . . Hank Tronick, at C. A. Robinson & Co., still trying to catch up on the work that piled up on him during his vacation, and happy to report there has been no slackening of business at Robinson's during the summer months. Hank went on to say that good steady sales are apparent on United's "Classic Deluxe" bowler and "Dolphin" shuffle alley, Williams pool tables and "Ten Spot" pinball, Midway's "Deluxe" shooting galleries, and the Valley pool tables. "These quality products make life worth living," Hank commented. Everyone at Robinson's is expectantly awaiting the arrival of the new United "UPD" 100 phonograph. Hank added that he has heard many compliments on The Cash Box 19th anniversary issue. . . . At American Coin Machine, Vinny Lanzy informs the "Fast Draw" machine is selling at a good clip and that they have been busy working overtime getting the orders out on both games and juke boxes. Cigarette machine sales have been doing especially well the past few weeks, Vinny commented. . . . Clayton Ballard, at the Wurlitzer factory branch, busy calling operators in the San Diego area. Joe Hrdlicka, factory service engineer, in town this week for a brief stay. . . . Roy Jones, local operator, out of the hospital following an operation and doing fine. . . . At Simon Distributing, Sonny Lomborg states that business generally continues at a steady clip. . . . Mary Solle, at Leuenhagen's "record bar," visited by Lee Palmer, of Record Merchandising, who brought in singing star Freddy Cannon to check sales on his current Swan waxing "Transistor Sister."

Bernie Binnick, from Swan Records in Philadelphia, also stopped in during week and was busy plugging "Back To The Hop," by Danny and The Juniors, and Ace Kennedy's "I Made A Mistake." Kay and Claire Solle taking a week's vacation and spending their time doing things around the home. . . . At Badger Sales, Leo Simone assisting Pete Ley in Phoenix, where they are both busy calling on operators. Kenny Kanamoto, shipping clerk at Badger, back on the job following his recent illness. "Rocky" Nesselrood planning a four day vacation in Las Vegas over the Labor Day week-end. . . . Jimmy Wilkens, at Paul A. Laymon's, reports he had the best week in phonograph sales that he can remember with the new Rock-Ola "Princess" providing the spark and proving to be a tremendous success with the operators. The "Princess" is the latest addition to the Rock-Ola line, offering the operators a compact phonograph. Jimmy stated that the Rock-Ola factory is giving away a new "electric eye" Polaroid camera with "Princess" purchases. Jimmy went on to say that he is leaving on a six day 50 mile hike with his two sons in the High Sierras. . . . Ralph Cragon, at the R. F. Jones Co., informs a service school was held recently on the new AMI "Continental II" phonograph, and the school was conducted by Jack LaRue. We had an excellent turn-out of operators, said Ralph. Chuck Klein comments that sales on the "Continental II" have been excellent, with demand presently exceeding supply. Don Fisher, vending sales mgr. at the Jones Co. in San Francisco, in town for a short stay and visiting local vending operators, and also attending the NAMA and CAVA meetings at the Ambassador Hotel. . . . At California Music, Sam Ricklin states that this week's visitors at California included Bobby Shad, owner of Time Records, and Morty Craft, owner of Warwick.



Midwest Musings

Mrs. Russell Gherty and daughter in town for a few hours picking up parts and record order. Russell too busy to drive in himself. . . . Red Wilbur and son-in-law Wayne, Duluth, Minn. in town for the day making the rounds and also getting their record order and premiums. . . . Warren Sandler who heads the Sandler Dist. Co. Des Moines, in the reserves and spending two weeks training at Camp Ripley. . . . Bun Couch, Grand Forks, No. Dakota, in town for a few days. Brought his two grand-children back to their parents after they had spent two weeks vacation at the lake. . . . Len Worsch and his son in town for the day. Len recently opened a new supper club at Montivedeo, and said he was very happy the way business was picking up. . . . Ernest Woytossek and son Vernon, Hankinson, No. Dakota left home at 4 a.m. in the morning to drive to Minneapolis, complete his business and start for home in the afternoon. . . . Loren Beaudoin, Mpls operator has his nephew in town for two weeks and nephew is driving Loren around on the route and enjoying it very much. . . . Erroll Garner opens Monday at Freddie's Cafe in Minneapolis. . . . Operators in town this week were H. H. Krueger, Fairfax; Arndt Peterson, Mankato; Stan Woznak, Little Falls, Minn.; Les Bruns, Fargo, No. Dakota; Ted Heinen, St. Cloud, Eddie LeBlanc, St. Cloud, Minn.; Ben Jahnke, Hutchinson, Minn.



Dallas Doings

Raymond Chvojka just returned from the Marine Corps and is working for Olan Dryer in San Angelo. . . . Fred Barnes, Denton, just returned from a 2-week stint in the Reserves Camp. . . . Just back from a 2-week vacation is E. L. Certain, Jr. . . . Fred Ellis, Waco, is the recent purchaser of a new boat and ski outfit. . . . Improving after an illness of several weeks is Joe Yates serviceman for Standard Cigarette Service. . . . Tom Williams, ex-operator at Mineola, died from a heart attack last week. . . . Commercial Music's Jack Eskeu is vacationing in Houston and Galveston. . . . D. R. Price, Italy, almost lost his finger in a hay baling machine accident. . . . State Music says Chicago Coin's "Pro Hockey" Machine is selling well, and State's parts business is really going good. . . . State's Abe Susman is going to Tyler for the East Texas Peace Officers Ass'n. Convention. All types of law enforcement officers will attend the meeting at the Blackstone Hotel. . . . The future looks bright for Gottlieb's 2-player "Lancer," State Music also reports. . . . Tom Chatten is back from his trip to Austin. . . . Charles Mullinex, Gladewater, is sick in the hospital. . . . Lenny Cohen is on vacation to California. . . . Mr. Mooney, Ft. Stockton, is out of the hospital and improving after recent illness. . . . Gen Williams visited friends in Austin over the past weekend. . . . Business is reported good at Commercial Music.

WEEKLY SPECIALS!

BALLY ROLLER DERBY	\$675.00
KEENEY POPCORN VENDOR	245.00
ROWE 7-COL. CANOY	135.00
BALLY BALL PARK	395.00
BALLY LITTLE CHAMPION (NEW)	WRITE
CC BULL'S EYE BASEBALL	175.00
BALLY JAMBOREE (NEW)	395.00
BALLY LANES 14'	95.00
CC BOWLING LEAGUES 14'	95.00
CC CLASSIC 16'	250.00
BEACH QUEEN (NEW)	295.00
BEAUTY CONTEST	145.00
BALLY SPEED BOWLER	275.00
CC BATTER UP	195.00
BALLY BIG INNING	175.00
LITTLE BUCKEROO	250.00
DOUBLE SHOT	125.00
GUNSMOKE	150.00
TOUCHDOWN	250.00
ROCK-OLA 1465 (NEW)	WRITE
ROCK-OLA 1475	645.00
ROCK-OLA 1465 (USED)	445.00
ROCK-OLA 1438	165.00
AMI 6-200	235.00

We are exclusive factory distributors for: BALLY - WILLIAMS - ROCK - OLA

LAKE CITY AMUSE. CO.
4533 PAYNE AVE., CLEVELAND, O.
(Tel.: HE 1-4100)

INTRODUCING GOLD PIN SCORING!

CHICAGO COIN'S
NEWEST



6 GAME
BOWLER

TRIPLE GOLD PIN

HERE'S HOW THE GOLD PINS SCORE!

GOLD PIN LIT	STRIKE	SPARE
NONE	500	300
ONE	1000	600
TWO	1500	900
THREE	2000	1200



PLUS

- MODERN DESIGN CABINET
- ALL-STEEL CASH BOX
- ALL-STEEL LEGS

1 TO 6
CAN PLAY!

10c per player!



PLUS

- GAME SELECTOR BUTTON
- HANDICAP BUTTON

Button allows player to select advance handicap when playing against more skillful opponent.

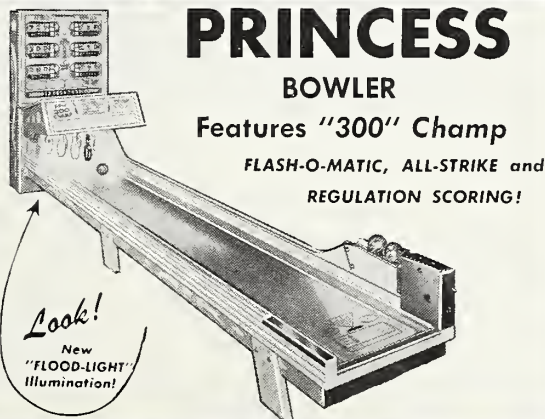


PLUS

PLAYER'S CHOICE
OF 6 GAMES

- TRIPLE GOLD PIN**
High scoring! Spares and strikes increase in value when GOLD PINS are LIT!
- "ALL STRIKE"**
Bowl for STRIKES ONLY. Big Bonus feature. Perfect game 18 points!
- LITE-O-MATIC**
Plays two ways—MYSTERY or PROGRESSIVE. Perfect score—8400 points!
- FLASH-O-MATIC**
Exciting, high scoring! Features SKILL and TIMING!
- REGULATION**
Standard ABC scoring. Perfect game 300 points!
- "300" CHAMP**
20-30 scoring. Continuous STRIKE feature!

ALSO SEE
CHICAGO COIN'S
POPULAR LINE
OF GAMES
AT YOUR
DISTRIBUTORS!



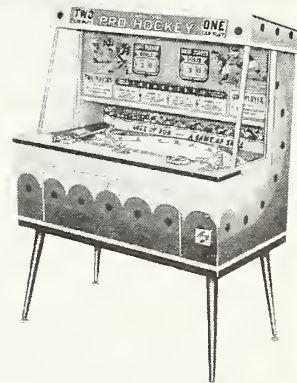
PRINCESS
BOWLER

Features "300" Champ
FLASH-O-MATIC, ALL-STRIKE and
REGULATION SCORING!

Look!
New
"FLOOD-LIGHT"
Illumination!

4 WAYS TO PLAY
WAYS TO SCORE
1 or 2 CAN PLAY
PRO HOCKEY

1. SINGLE BALL PLAY
2. ADVANCE PLAY
3. BUILD UP PLAY
4. AUTOMATIC PLAY



Chicago Dynamic Industries, Inc.

1725 W. DIVERSEY BLVD. CHICAGO 14, ILLINOIS

GOTTLIEB'S
2
PLAYER

Lancers



Proven Player Appeal! Performance! Profit!

No doubt about it—LANCERS has everything it takes to attract more play, more coins, more profit! Coupled with its sensational new cabinet design you have a dream performer.

Its massive **stainless steel** mouldings and chrome corners provide a clean, "new game" appearance forever. Eliminates the need for many expensive service calls.

Drop in to your distributor today for a demonstration

- Top rollovers light pop bumpers, kick-out holes and side rollovers for super score
- 2 center kick-out holes fire balls toward top of playfield—2 side holes kick balls toward Flippers
- Bottom rollovers score 200 points when lit
- 2 cyclonic kickers light alternately
- Match Feature • 3 or 5 ball play



New "Hard-Cote" Finish
Extends Playboard Life to
an All-Time High!



D. Gottlieb & Co.

1140-50 N. KOSTNER AVENUE • CHICAGO 51, ILLINOIS

It's Always Profitable to Operate Gottlieb Games!

POOL TABLES 73" X 43"

Completely Reconditioned

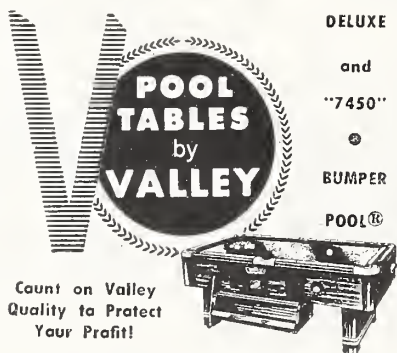
\$160⁰⁰

New Slate
New Cushions
New Cue Sticks
New Accessories

READY FOR LOCATION
1/3 Deposit, Bal. C.O.D.

BETSON ENTERPRISES, INC.

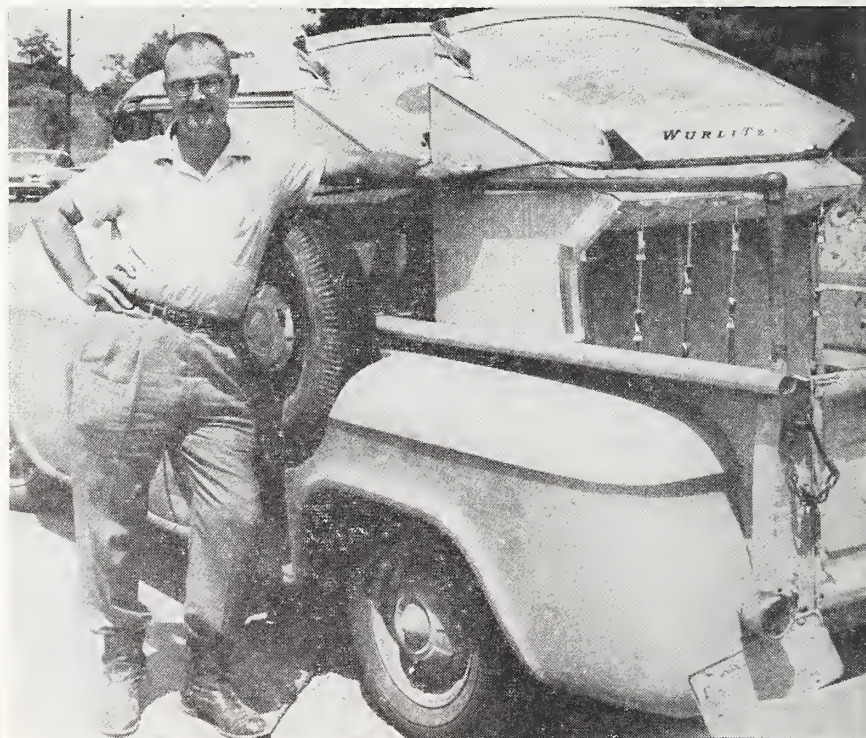
1706 Manhattan Avenue
Union City, New Jersey
Union 3-8627



333 MORTON ST.

BAY CITY, MICH.

15 Wurlitzers For The Road



FORREST CITY, ARKANSAS—Bill Poland, owner of Poland Music Company, this city, (pictured above), is a Wurlitzer operator in no uncertain terms, according to Chink Levin, Standard Automatic Distributing Company in Little Rock.

Last month, Chink sold Bill no less than fifteen Model 2500's and Poland is seen above, carting off the last two for as many locations. The machines were placed in top notch locations with the replacements moved down the line resulting in some trades on used phonographs for Levin. Standard Automatic's head man advised that the Wurlitzer "Ten Top Tunes" feature is catching on strong out here in many areas.

Sugerman Export Trip Going Well

NEW YORK—Myron Sugerman, currently on an eleven country European jaunt visiting with foreign coin machine firms is reportedly doing quite well in spite of a back-breaking travel schedule that will take him into this many countries in less than 5-weeks. Because of weekends and a conflicting travel schedule, Sugerman will not be able to spend as much time in each country as he would like. Weekends of course are spent socializing but the trip is going off well anyway.

Barney Sugerman, Runyon president, advised that export orders have increased already because of the trip and that the firm's export division will be expanded to handle the increased volume upon Myron's return.

According to a previous release (CB, July 29) Sugerman will broaden the current Runyon export catalog to include vending machines, a field in which the firm sees a bright potential.

Among the countries to be visited during Sugerman's trip are: Israel, Athens, Rome, Vienna, Munich, Paris,

London, Finland and Sweden.

The Runyon export division is only two years old but in that time has developed to where it is recognized as a leading coin firm in the US by foreign companies. At the time of Sugerman's departure the firm is said to have been averaging about 200 odd machines each month in a routine volume for any given month. Extended sales trips such as the one being taken now usually result in a spurt which brings the average up considerably.

Happy Birthday This Week To:

Jos. Chas. Glaviana, Houston, Tex. ... Chas. W. Newkirk, Parsons, Kans. ... Georges S. Lang, Blato, Mo. ... Joe P. Joseph, Dothan, Ala. ... Herman J. Klebba, Chi. ... Ted Garrett, Albuquerque, N.M. ... C. J. Addy, Imogene, Ia. ... Harold D. Murphy, Wichita, Kans. ... Max Downey, Lafayette, Ind. ... Melvin J. Blum, Bay City, Tex. ... Ralph D. Sheffield, Chicago, Ill. ... Wm. Marmer, Cincinnati, Ohio. ... Dale O. Lee, Wyandotte, Mich. ... Clarence A. Camp, Memphis, Tenn. ... Orville L. (Bob) Slifer, Chicago, Ill. ... Clyde G. Siegel, Pittsburgh, Pa. ... Howard N. Ellis, Omaha, Nebraska. ... Robt. G. Drepperd, Norfolk, Va. ... David S. Bond, Boston, Mass. ... Wm. Blatt, Miami, Fla. ... Hyman Silverstein, Cleve., O. ... Thos. D. Greco, Glasco, N.Y. ... Buford L. Baucom, Huntsville, Ala. ... Geo. W. Berquist, Ironwood, Mich. ... Irving Kempner, Fairlawn, N.J. ... Irving Fenichel, Brklyn, N.Y. ... E. L. Certain, Jr., Dallas, Tex.

CLASSIFIED ADVERTISING SECTION

CLASSIFIED AD RATE 10 CENTS PER WORD

Count every word including all words in firm name. Numbers in address count as one word. Minimum ad accepted \$1.00. CASH OR CHECK MUST ACCOMPANY ALL ORDERS FOR CLASSIFIED ADVERTISING. If cash or check is not enclosed with order your classified ad will be held for following issue pending receipt of your check or cash.

NOTICE—\$48 Special Classified Advertisers. (Outside USA add \$33 to your present subscription price). You are entitled to a classified ad of 40 words in each week's issue for a period of One Full Year, 52 consecutive weeks. You are allowed to change your Classified Ad each week if you so desire. All words over 40 will be billed at the rate of 10c per word. Please count words carefully. Be sure your Classified Ad is sent to reach New York publication office by Wednesday, 12 Noon, of preceding week to appear in the following week's issue. If you are a \$48 Special Classified Advertiser you are entitled to a free checking copy of "Cash Box" each week.

ALL CLASSIFIED ADVERTISING CLOSSES WEDNESDAY NOON AT
CASH BOX
1721 Broadway, New York 19, N. Y.

WANT

WANT—Call Collect! Want for immediate export. Bally Bingos, Gottlieb Pingames, All Types of Seeburg, AMI, Wurlitzer music. Cash waiting. BELGIAN AMUSEMENT CO. 806 NO. BROAD STREET, PHILADELPHIA, PENNA. P.O. 3-7808.

WANT—Wms. Ten Pins, Ten Strikes and Nags. Send list to: IMPERIAL COIN MACHINE COMPANY, 498 ANDERSON AVE., CLIFFSIDE, NEW JERSEY.

WANT—New 45 RPM records that have appeared on the Cash Box Top 50 within the last 6 months. We pay 15¢ to 18¢. Can use any quantity. KAY ENTERPRISES, 659 N.E. 123RD ST., NORTH MIAMI, FLORIDA. (Tel. PL 7-8061).

WANT—Will pay cash for all late Guns, all late Arcade Machines. State lowest price in first letter. MIKE MUNVES CORP., 577 TENTH AVE., NEW YORK 36, N.Y. (Tel. BRyant 9-6677).

WANT—45 RPM Records, new or used. No quantity too large or small. Highest prices paid. Write stating quantity on hand. TONY GALGANO DIST. CO., 4135 W. ARMITAGE, CHICAGO 39, ILL. (Tel. Dickens 2-7060).

WANT—Bingo Games, Gottlieb Pins 1957 up, Lotta-Funs. Wire, write or phone. SCOTT CROSSE CO., 1641 NO. BROAD, PHILADELPHIA, PA. (Tel. CE 6-4444).

WANT—Used 45 RPM Records. All types, as they run, right off the route. No sorting or picking. We pay freight from anywhere in USA. Standing order available for regular shippers. JALEN AMUSEMENT CO., INC., 14 EAST 21st ST., BALTIMORE 18, MD.

WANT—Records, 45's and LP's, new only. Please give full details first contact to avoid delay and assure quick deal. HARRY WARINER, KNICKERBOCKER MUSIC CO., 453 MCLEAN AVE., YONKERS, N. Y. (Tel. GReenleaf 6-7778).

WANT—Gottlieb pin-games, phonographs, Seeburg, Rock-Ola, AMI, Arcade equipment. Interested in all close-outs. Write to: LOEWEN-AUTOMAT-BENELUX, CADIX-STREET 43-45, ANTWERP, BELGIUM. (Cable: LOEWEN AUTOMAT ANTWERP).

WANT—To purchase surplus 45's, LP's, EP's. No quantity too large or small. Stock included. Advise in first letter quantity and description. HAM-MIL DISTRIBUTORS, 1520 NO. BROAD ST., PHILADELPHIA 21, PA. (Tel. PO 3-0585).

WANT—To purchase 5,000,000 new records, all speeds. We prefer large quantities and will buy for cash. Top prices offered. No Juke Box Records. Write to: RANSEL TRADING CORP., 1000 AUSTIN BLVD., ISLAND PARK N. Y. (Tel. General 2-1650), JESSE SELTER, Pres.

WANT—Will buy—Bingos, Shuffle Alleys, Bowlers, any amount of Phonographs. LEW JONES DISTRIBUTING COMPANY, INC., 1301 N. CAPITOL AVE., INDIANAPOLIS, INDIANA.

WANT—Mills Panorama. Also Parts. Advise Best Price. WESTERN DISTRIBUTORS, 3126 ELLIOTT AVE., SEATTLE, WASHINGTON. (Tel. Garfield 3585).

WANT—Arcade pieces, Baseball games, Hockey, Basketball, Cranes, Diggers, Ray Guns, Rifle Galleries, Autotest, Pinballs, etc. DUARTE INTERNATIONAL SALES, 835 E. 31ST., LOS ANGELES 11, CALIFORNIA.

WANT—Are regular buyers late Bingos, Gottlieb 2-4 players, Seeburg V-200, unshopped but of course complete working order, packed in original cartons. We pay dollars, cash in advance. Quote price FOB nearest seaport. MAX LOBO, MEIR 23, ANTWERP, BELGIUM. (Tel. 33-81-33).

WANT—Used or new 45 RPM Records. Top price for records not over 6 months old. Interested in regular monthly shipments. HARMONY RECORDS, 651 N.E. 164TH ST., NORTH MIAMI BEACH 62, FLA. (Tel. WI 7-7775).

WANT—Your used or surplus records all speeds. We buy all year 'round, and pay top prices. No lot too large or too small. We pay freight. BEACON RECORD DISTRIBUTORS, INC., 821 NORTH MAIN ST., PROVIDENCE, R.I. (Tel. UNION 1-7500, Jackson 1-5212).

WANT—Arcade Equipment of all kinds. Kaye Duques Wild; United & Chicago Coin Big Ball Bowlers. State quantity and best price 1st letter. MONROE COIN MACHINE EXCHANGE, INC., 2423 PAYNE AVE., CLEVELAND 14, OHIO. (Tel. Superior 1-4600).

WANT—To buy National 111 and Corsair-20 Cigarette Machines as is. Quote best price and condition. TRI-STATE VENDING CORP., BOX 486, MARMARTH, NORTH DAKOTA.

WANT—New or used 45 RPM Records, not over 6 months old. We pay 15¢ and the freight. Can use any quantity. WALLY RECORDS, 17725 N. W. 8TH PLACE, MIAMI 69, FLA.

WANT—AMI 120 and 200 Phonographs, Hideaways, Selection Boxes, Steppers, Late model Gottlieb Pin Games; 5¢ & 10¢ Counter Games. Write stating quantity condition and best cash price. ST. THOMAS COIN SALES LTD., 669 TALBOT ST., ST. THOMAS, ONT., CANADA. (Tel. MEIrose 1-9550).

WANT—Exhibit's IOU, Selectem and Horseshoes. State price, quantity and condition in first letter. NEW LIDO ARCADE, 412 EAST BALTIMORE STREET, BALTIMORE, MD.

WANT—Midway, Deluxe Bazooka Gun, Joker's Wild; Bally County Fair, Laguna Beach, Roller Derby, Williams Crusader, Titan, Space Glider. Quote condition and price for resale. CONTINENTAL COIN, 1827 ADAMS ST., TOLEDO 2, OHIO. (Tel. CHerry 8-3359).

WANT—All types of music. Bally Bingos, Wms. Pins, Gottlieb Pins, all types of Shuffles, Bowling Alleys, Rifles, Arcade Vending. Quote prices, FAS, U.S.A. Port. State condition. BOX #540, c/o THE CASH BOX, 1721 BROADWAY, NEW YORK 19, N. Y.

WANT—22 ft. American or Rock-Ola Shuffleboards. Give condition and price asked. STATE AMUSEMENT CO., 1531 BROADWAY, TACOMA 2, WASH. (Tel. FULTon 3-2282).

WANT—Bally County Fairs, Laguna Beach, Roller Derby, advise price & condition. For resale. TOLEDO COIN MACHINE EXCHANGE, 814 SUMMIT, TOLEDO, OHIO (Tel. CH 3-7191).

WANT—We need great quantities of Bally Bingos. Quote us your lowest prices F.O.B. nearest Seaport U.S.A. P.V.B.A. VERHEDA. KRONEN-BURGSTRAAT 94, ANTWERP, BELGIUM. (Cable address: VERHEDA).

WANT—Bingos, Big Shows, Show Times, Key West, Miss America, Sun Valley, Cypress Gardens, Double Headers and all other late Bingos, in quantity. CLEVELAND COIN MACHINE EXCHANGE, 2029 PROSPECT AVE., CLEVELAND, OHIO. (Tel. TO 1-6715).

WANT—Un. Triple Plays. FOR SALE—Bally Golf Champs, Sun Valley, Key West, Big Show, Surf-Club, Variety, Triple-Strike, & Un. 3-4-5's. Make offer. NOBRO NOVELTY CO., 142 DORE ST., SAN FRANCISCO 3, CALIF. (Tel. MA 1-5438).

WANT—To Buy for Resale—Wurlitzer 1900, 2104, 2204; Seeburg R & L; Gottlieb Pinballs from 1958 on. ACTIVE AMUSEMENT MACHINE CO., 666 NO. BROAD ST., PHILADELPHIA 30, PA. (Tel. POplar 9-4495).

WANT—Twin Super Wild Cats and late Gottlieb Pin Games, quote us your best price, any quantities. KAY'S MUSIC SERVICE, 147 COLUMBIA AVE., VANDERGRIFT, PA. (Tel. VANDergrift 1884).

WANT—Rowe Cigarette Vendors; 14 Column Ambassadors; 20 Column 700; Seeburg VL & KD; National 22 column Cigarette Vendor; Wms. Ten Pins & Ten Strike. Quote best price. DAVE LOWY & COMPANY, 652 TENTH AVE., NEW YORK 18, N.Y. (Tel. LT 1-1033).

WANT—Bally Bingos, Big Show, Key West, Show Time, Sun Valley, Miss America, Cypress Gardens and all other late models. T.G.A., 60, RUE VAN SCHOOR, BRUSSELS 3, BELGIUM. (Cable—JEUMATE-BRUSSELS).

WANT—New or used 45 RPM Records that have been on the Cash Box Top 100 in the last 6 months. We pay 12¢ to 15¢ and can use 100 of a number. We pay the freight. VISTA RECORDS, 1004 GLENMERE ROAD, VISTA, CALIF.

WANT—45 RPM Records, new or used. LP's also considered. We pick up any quantity you have on hand and pay highest cash prices. Write information to: EARL KUHN DIST. CO., 4580 SNEAD, SANTA CLARA, CALIFORNIA. CHerry 1-0087.

WANT—Mechanic A-1 on pinballs & music. No drifters. Send all details in first letter, plus picture and references. FOLLETT MUSIC CO., 180 SO. HOWARD ST., SPOKANE 4, WASH. (Tel. Madison 4-8585).

WANT—New (salvage, overrun, scrap) 45 RPM singles, kiddy & 12" long play records, also juke box records. We are top promotional record house in the business, see us first. NATIONAL BAG-O-TUNES, INC., 224-09 LINDEN BLVD., CAMBRIA HEIGHTS 11, NEW YORK. (Tel. AR 6-6333) BEN JACOBS, DAN WANCIO.

WANT—Panorams and Panoram parts. ADVANCE AUTOMATIC SALES CO., 1350 HOWARD ST., SAN FRANCISCO, CALIF. (Tel. HEMlock 1-1750).

WANT—We pay the highest prices for all Bally Bingos and Gottlieb Pinballs manufactured 1958 and up. Interested all brand new closeouts. Also arcade equipment. Cable or write to: HOLLAND-BELGIE, EUROPE SPRIL, 276 AVENUE LOUISE, BRUSSELS 5, BELGIUM. (Cable address: HOBEL-EUROPE-BRUSSELS).

WANT—Late 1, 2, 4 player Five Ball Amusement Machines. COIN MACHINE EXCHANGE, 4605—127TH SW., TACOMA 99, WASH. (Tel. JU 8-7153).

WANT—Electronic Pointmakers. Write stating quantity on hand and price to T-P ENTERPRISES, INC., 1221 SO. FRANKLIN ST., SOUTH BEND 18, INDIANA.

WANT—Wurlitzer Models 1700-1800-1900-2104-2250-2150-2300 and 5250 wall boxes; Seeburg Models C & R and 3W1 wall boxes; Rock-Ola Models 1438-1446-1448. EQUIPMENT DISTRIBUTORS, INC., 1611 VIRGINIA BEACH BLVD., NORFOLK, VA. (Tel. MA 7-8129).

WANT—Used Records, 45 rpm, no quantity too large or small. Highest prices paid. INTERBORO MUSIC CO. INC., 433 WEST 45TH ST., NEW YORK 36, N. Y. (Tel. JUDson 2-2363).

WANT—New or used 45 RPM records. Will take Race, R & B, R & P, Pop, C & W, any amount. Old records acceptable. Name your price. Standing order for regular shippers. Contact: ALLAN M. PAYLOW, 104 COLONIAL RD., PROVIDENCE, R. I. (Tel. DEXter 1-3257).

FOR SALE

FOR SALE—50 New Bally Jamboree Upright—Sacrifice; Skill Cards Counter Machine, Candid Cameras, Vending Machines. WANT—Used Music Machines, Mills Panorams, Bally Bingos, Lotta Fun, Seeburg 200-Selection Wallboxes, Gottlieb & Williams Games. REDD DISTRIBUTING CO., INC., 126 LINCOLN ST., BRIGHTON 35, MASS. (Tel. ALgonquin 4-4040).

FOR SALE—If it's Panoram Parts you want, Phil Gould has 'em. PHIL GOULD, 224 MARKET ST., NEWARK, N.J. (Tel. Mar- ket 4-3297).

FOR SALE—Bring your old Juke Boxes up to date with sound reverberation. 1961 tone quality for \$44.95. Easy to install, write: HASTINGS DISTRIBUTING CO., 6100 WEST BLUEMOUND RD., MILWAUKEE 13, WISCONSIN.

FOR SALE—Auto-Photo Studios, Model 9 \$995.; Model 11 \$1,995.; APT Shooting Gallery (like new); Kiddie Rides, Arcade Equipment. Write for list and prices. ADVANCE DISTRIBUTING CO., 5644 DEL-MAR BLVD., ST. LOUIS 12, MISSOURI. (Tel. Parkview 7-1373).

FOR SALE—Laguna Beach \$570.; Sea Island \$350.; Touchdown \$395. GENERAL DISTRIBUTING CO., 1609 ORLEANS AVE., NEW ORLEANS, LA. (Tel. 524-6729).

FOR SALE—Write, wire, phone for quotation on following: Shuffle Alleys (comp. Record & clean); Chi-Coin; 1 Starlight, 1 Feather, 1 Fireball, 1 Championship; United 1 3-Way, 1 Super Bonus, 1 Top Notch, 1 Atlas. MILLER-NEWMARK DISTRIBUTING CO., 42 FAIRBANKS ST., N. W., GRAND RAPIDS 2, MICH.

FOR SALE—Pool Table Supplies at reasonable prices. 48" Cue Sticks \$18. doz.; 52" size \$21 doz.; Extra Live 6 Pkt. Cushions \$22. set for Reg. Bumper Pool \$11.95 set. CHAMPION DIST. CO., 3451 N. MILWAUKEE, CHICAGO 41, ILL. (Tel. AVenue 6-6751).

FOR SALE—Attention Importers! All makes and Models Phonographs—Seeburg, AMI, Wurlitzer, Rock-Ola. Clean. Ready for shipment. We specialize in Export. Exclusive Seeburg Distributors in New York, New Jersey, Connecticut. ATLANTIC NEW YORK CORP., 843 TENTH AVE., NEW YORK 19, N.Y. (Tel. PLaza 7-3140, Cable: ATLANT-YORK).

FOR SALE—Seeburg C-100 \$225.; Seeburg G-100 \$350.; Seeburg R-100 \$400.; Seeburg 222SH \$750.; Wurlitzer 2000 \$360.; AMI H-200E \$465. Above equipment shopped and ready for location. BELMONT MUSIC CO., 116-118 N.E. GLENDALE AVE., PEORIA, ILL. (Tel. 674-5868 — 676-4424).

FOR SALE—Seeburgs: Q100, write: 222SH (160) \$775.; KD-200 \$395.; VL-200 \$345.; M100C \$250.; \$245., (converted \$295.); 201 \$675.; M100B \$150.; AMI: H-200 \$350.; I-120 \$400.; G-200 \$245.; Rock-Ola: 1455-D \$375.; Wurlitzer: 2200 \$495.; 1700 \$225.; 1800 \$275.; Mark II \$75. (Cigarette Machine). Call or write: G. K. GABRIELSON & CO., 724 MEMORIAL DRIVE, S.E., ATLANTA 16, GA. (Tel. JAcKson 5-7441).

FOR SALE—9 Un. Playmate Rebounds \$50. ea.; Chicago Coin, United Small Ball Bowlers \$125.; Regulation \$200.; 5 C. C. Bulls Eye Drop Ball used \$125, new \$250.; Williams Hercules Crusader and Titan Guns, used, write for price; all models AMI Phonos, lowest prices. Write or call: CENTRAL DISTRIBUTORS, INC., 2315 OLIVE ST., ST. LOUIS 3, MO. (Tel. MA 1-3511).

FOR SALE—All new 45 RPM records, packed 100 assorted per carton, \$12.50 per 100. All known artists. Trial order will convince these are best lots on market. Satisfaction guaranteed. C & S ENTERPRISES, INC., 1628 BEDFORD AVE., BROOKLYN, N. Y.

FOR SALE—Used jukebox records. We have steady source of supply. Quote best price. No Race Records. LIEBERMAN MUSIC COMPANY, 257 PLYMOUTH AVE., NO., MINNEAPOLIS, MINNESOTA.

FOR SALE—Seeburg Hideaway Model HM100B \$220.; 8 Seeburg 3W1WOM Wallboxes 5¢, 6 for 25¢, \$40. each; 9 Wurlitzer Model 5207, 104 selection wallboxes \$40. each; Wurlitzer Wallbox stepper \$60.; Equipment excellent condition, best offer considered. C. W. HUGHES, LADOGA, INDIANA. (Tel. WH 2-2549).

FOR SALE—We have a large stock of reconditioned Shuffle Games and Bingo. Write for list. PIONEER VENDING, INC., 3726 KESSEN AVE., CINCINNATI, OHIO. (Tel. Montana 1-5000).

FOR SALE—Attention Exporters—The vending business is lucrative—the market untouched. We have a complete line of vending equipment—new and used. Write for best prices and possible exclusive distributing rights to: SHELTON SALES DISTRIBUTING CORP., 881 MAIN ST., BUFFALO 3, N.Y. (Tel. TT 5-9106).

FOR SALE—Hi-Speed Super Fast Shuffle Board wax. 24 one-pound cans per case, \$8.50 f.o.b. Dallas, Texas. Sold on money back guarantee. Distributor for D. Gottlieb, ChiCoin, J. H. Keeney. STATE MUSIC DISTRIBUTORS, INC., 3100 MAIN ST., DALLAS, TEXAS.

FOR SALE—100,000 new 45 rpm 6 months to 1 year old, \$10 per 100, \$95 per 1000. Also 25,000 EP's \$25 per C; \$200 per M; 12" LP's available \$100 per C; \$950 per M. RAY-MAR SALES CO., 170-21 JAMAICA AVE., JAMAICA 32, N. Y. (Tel. OLYmpia 8-4012).

FOR SALE—Mills & Jennings Fruit Machines for export, A-1 condition, Brown, Blue & Chrome Fronts, Q.T.'s, Black Cherries, Jewel Bells, Melins, Tokens, Black & Gold, Blue Bells, Twenty-one Bells, Standard Chief, etc., Deluxe Draw Bells, Triple Bells and Bingos; Holly Cranes. BELL DISTRIBUTORS, c/o THE CASH BOX, 1721 BROADWAY, NEW YORK 19, N. Y.

FOR SALE—Bally Heavy Hitter \$249.50; Bally Big Inning \$175.; Keeney Deluxe Leader \$75.; Genco Hi Fly \$75.; AMI 80 and 120 wall boxes \$39.50. DICKSON DISTRIBUTING COMPANY, 631 W. CALIFORNIA, OKLAHOMA CITY 4, OKLA. (Tel. Central 6-3691).

FOR SALE—Uprights, slightly used; Wagon Wheels \$100.; Playballs \$100.; Galloping Dominoes \$120.; Mermaids \$150.; One-ball Games, Beauty Contest \$145.; Eleven Belles \$195.; Also pin games, Joker Balls. Write or phone for prices. PENN COIN-O-MATIC CORP., 821 NO. BROAD ST., PHILA. 23, PA. (Tel. PO 5-2676).

FOR SALE—Or trade—5 Seeburg KD200 at \$395. each, all for \$1750.; 2 Wurlitzers 2000 at \$295. each; Chicago Coin Drop Ball \$150. BIRD MUSIC DISTRIBUTORS, INC., 124 POYNTZ AVE., MANHATTAN, KANSAS.

FOR SALE—Bingo Games, Rock-Ola Fireball 1436 A's; 4 Player Majestic \$195.; 100 Record Seeburg Boxes; Late Model Holly Crane. HALLGREN DISTRIBUTORS, INC., 1626—3RD AVE., MOLINE, ILLINOIS.

FOR SALE—United Eagle S/A & Bally Speed Bowler and/or Lucky Shuffles \$350. each. MOHAWK SKILL GAMES CO., 67 SWAGGERTOWN ROAD, SCOTIA 2, N.Y.

FOR SALE—Used machines of all models, as is or shipped and ready for locations. AUTOMATIC MUSIC DISTRIBUTORS, INC., 900 NORTH WESTERN, OKLAHOMA CITY 6, OKLA. (Tel. Forest 5-3456).

FOR SALE—Complete line of used Phonographs, Shuffle Games, Cigarette Machines and various types of all other games and equipment. Lowest prices. Best merchandise. One letter, wire or phone call will convince you. We are factory representatives for United, Williams, Bally, DeGrenier and Genco. TARAN DISTRIBUTING, INC., 3401 N.W. 36th ST., MIAMI 42, FLA. (Tel. Newton 5-2531).

FOR SALE—Closeout sale—Seeburg C-100 parts: Domes @ \$7.50 ea.; Pillasters @ \$10. a set (2); Chromed glass Rods @ 75¢ ea.; Glass Side Panels \$1 each. ATLAS DISTRIBUTORS, 1024 COMMONWEALTH AVE., BOSTON 18, MASS. (Tel. REgent 4-1384).

FOR SALE—Millions of extra coins are taken from clean machines. Clean right with Lemonite. Southwestern Music Co., Carrizozo, New Mexico, uses and sells Lemonite. Try New Lemonite Liquid Cleaner. GRACO SALES CO., ARLINGTON, TENNESSEE.

FOR SALE—Call or write our nearest office for best prices on New and Used equipment. TRI STATE DISTRIBUTING CO., P. O. BOX 615, ROME, GA. (Tel. 234-7123) or 1441 CENTRAL AVE., CHATTANOOGA, TENN. (Tel. AM 5-4858).

FOR SALE—Amusement Arcade on Boardwalk, Atlantic City, N.J. Completely equipped, 48 machines, established 6 years, excellent opportunity for right party. HANKS PLAYLAND, 701 BOARDWALK, ATLANTIC CITY, N.J. (Tel. JE 3-2105).

CLASSIFIED ADVERTISING SECTION

FOR SALE—Chicoin Rocket Shuffle, Un. Leader, Chief, 11th Frame, Yankee, \$200 takes all! Bunny Rabbit, Wild Bull, Bally Space Ship, Rocket Ship, make offer for all, complete but as is. Send for list of recommended equipment. GRECO BROS. AMUSEMENT CO., INC., 1288 BROADWAY, ALBANY, N.Y. (Tel. HO-50228).

FOR SALE—Have several fine routes for sale. Liberal financing to responsible parties. MID-WEST DISTRIBUTORS, 709 LINWOOD BLVD., KANSAS CITY, MO. (Tel. Westport 1-8776.)

FOR SALE—6 Pocket Pool Tables, excellent shape \$150.; 14' Bowlers \$195.; Blinkers \$185.; Skee Balls \$125.; Bowlette 14' \$175.; Rebound Shuffles \$49.50. Write or wire today. PURVEYOR DISTRIBUTING CO., 4322 NORTH WESTERN AVE., CHICAGO 18, ILL. (Tel. Juniper 8-1814).

FOR SALE—6 Pocket Pool Tables—Fischer, new slates, new cushions, all new accessories, completely reconditioned and refinished like new—73" x 45" \$160.; 90" x 50" \$260.; ChiCoin Drop Ball \$125.; Wms. 6-Player Major League Baseball \$95.; Wms. Del. Baseball \$75.; ChiCoin Twin Bowler \$395.; Genco Wild West and Big Top \$175.; United Sky Raider \$195.; Bally Golf Champ \$125. H. BETTI & SONS, 1706 MANHATTAN AVE., UNION CITY, N. J. (Tel. Union 3-8584).

FOR SALE—A real opportunity, complete Kiddieland and Amusement Park. CALL: JOHN BILOTTA, NEWARK, NEW YORK. (Tel. DE 1-1855).

FOR SALE—Quality coin operated amusement equipment shipped from London or U.S., world's lowest prices. American, British, Continental machines. Complete parts stockists. Leading exporters everywhere. Write or cable—CHICAGO AUTOMATIC, 10 COLE STREET, LONDON, S.E. 1, ENGLAND.

FOR SALE—Records, New 45's 100 assorted tunes per carton—60% majors, 11¢ and less. EP's 25¢ per record, 12" LP's majors and others, pre-packaged 100 or more, \$75. Will send sample order. Send check or money order. SID TABACK RECORDS, 2540 W. PICO BLVD., LOS ANGELES 6, CALIF. (Tel. DUnkirk 3-8735).

FOR SALE—Relays—low cost, high quality, general purpose open style made to your specifications. Short run our specialty. Also electrical harnesses and switch stack assemblies. MARVEL MANUFACTURING CO., 2847 W. FULLERTON AVE., CHICAGO, ILL. (Tel. DI 2-2424).

FOR SALE—Attention! We are the trade's largest suppliers of Pool Table supplies—slates, cues, balls, cloth, etc. Best quality, lowest prices, write or phone for our new catalog. EASTERN NOVELTY DISTRIBUTORS, 1706 MANHATTAN AVE., UNION CITY, N. J. (Tel. UN 3-8574).

FOR SALE—Close Out—18 Cigaromat Machines with stands, like new. SEACOAST DISTRIBUTORS, INC., 1200 NORTH AVE., ELIZABETH 4, N. J. (Tel. Bigelow 8-3524-5).

FOR SALE—Call or write for the lowest prices on all Bally Bingos. Each game given special attention & ready for your locations. NASTASI DISTRIBUTING CO., 912 POYDRAS ST., NEW ORLEANS 12, LA. (Tel. 523-6386).

FOR SALE—Make your offer, all or part. Bear Gun, Globe Trotter, Novelty, Sportland Gallery, Big Top, Rifle Gallery, Jungle Gun, State Fair, Goalee, Jet Bowler, Champion Bowler, Hi Fly World Series, Pennant Base Ball. S.R.V. MUSIC COMPANY, BOX 352, PAYETTE, IDAHO.

FOR SALE—Used Bally Bingos; Used Seeburg Model E-1 @ \$275. GLOBE DISTRIBUTING COMPANY, INC., 1623 N. CALIFORNIA AVE., CHICAGO 47, ILL. (Tel. ARmitage 6-0780-81).

FOR SALE—Counter Games Zipper, plays 1-5-10-25¢ last coin shows. 12" wide, 17" high, 9" deep. Price \$44.50 each. If check or money order accompanies order we will prepay any place in U.S. WESTERN DISTRIBUTORS, 1226 S.W. 16TH AVE., PORTLAND 5, ORE. (Tel. Capitol 8-7565).

FOR SALE—Seeburg C-100 @ \$175.; Wurlitzer 2000 @ \$395., 1800 @ \$295.; 2300 @ \$795., 2100 @ \$425.; 2200 @ \$650.; AMI: I-200 @ \$495. 1/3 deposit, balance C.O.D. NORTHWEST SALES CO. OF OREGON, 1040 S.W. 2nd AVE. PORTLAND 4, ORE. (Tel. Capitol 8-6557).

FOR SALE—Williams Royal Crown, Williams Jolly Joker, Genco State Fair Gun, Midway Bazooka Gun. SALINA MUSIC & AMUSEMENT CO., 210 SO. FIFTH ST., SALINA, KANSAS.

FOR SALE—Export Buyer's Bargain—Seeburg KD200's \$350. each in lots of ten; 375. in lots of five; \$395. single order. All machines clean and ready for location. We stock all makes and model used phonograph and vending equipment. MARTIN AND SNYDER CO., 12727 W. WARREN AVE., DEARBORN, MICHIGAN (Tel. LUzon 2-2308).

FOR SALE—Available for immediate shipment: Speed Bowlers \$375.; Jumbo Bowler \$175.; Late pins and Guns. D & P MUSIC, 27 E. PHILADELPHIA ST., YORK, PA. (Tel. 81846).

FOR SALE—Sportsmans \$225.; Touchdowns \$165.; Criss Cross Diamonds \$185.; Dlx Big Tents \$150.; Big Round Ups \$135.; Double Shots \$110.; Super Big Tents \$85.; Big Tents \$75.; Hunter \$75.; PlayBall \$75. D & L COIN MACHINE COMPANY, 414 KELKER ST., HARRISBURG, PENNA. (Tel. Cedar 4-1051 & Cedar 4-2235).

FOR SALE—Shuffle Alleys, Bally ABC Deluxe \$135.; United Handicap \$100.; United Leader \$75.; United Bowling Alley (small ball bowler) \$100. CAPITOL-RELIABLE COIN MACHINE CO., 184 WINDSOR ST., HARTFORD, CONN. (Tel. JA 7-8511).

FOR SALE—United 13' Teammate B. A. \$625.; 16' Playtime B.A. \$545.; 16' Bonus B.A. \$375.; 16' Jumbo B.A. \$295.; 14' & 11' Bowling Alley \$95.; Carnival Gun \$125.; Big Bonus S.A. \$550.; Deluxe Flash S.A. \$450.; Atlas S.A. \$325.; Eagle S.A. \$325.; Regulation S.A. \$175.; Comet Targette \$95.; Venus Targette \$95.; Shuffle Targette \$95.; ChiCoin 16' Classic B.A. \$275.; 14' Bowling League \$95.; Championship S.A. \$195.; Bally 16' ABC Tournament B.A. \$175.; All Star Deluxe Bowler \$95.; Bulls Eye Gun \$195.; Midway Shooting Gallery \$395. CENTRAL OHIO COIN MACHINE EXCHANGE, INC., 858 NO. HIGH ST., COLUMBUS 15, OHIO. (Tel. AXminster 4-3529).

FOR SALE—Specials—Completely reconditioned—guaranteed—Bally Beauty Contest \$95.; Beach Queens \$145.; Games, Inc. Wildcat \$175.; Double Shot \$85.; Skeet Shoot \$85.; Auto-Bell Circus Play Ball \$65.; Galloping Dominoes \$75.; Wagon Wheel \$85.; Keeney Little Buckaroo \$165.; Criss Cross Diamond \$185.; A Red Arrow \$365. Rush deposit: MICKEY ANDERSON AMUSEMENT COMPANY, 314 EAST 11TH ST., ERIE, PA. (Tel. GLeendale 2-3207).

FOR SALE—Special—Bally: Roller Derbys \$640.; Touchdowns \$400.; Show Times \$120.; Miss Americas \$165.; DeLuxe Skill Parades \$125.; Skill Scores brand new in orig. crates \$119.50. DeLuxe Jumbo Bowler \$535.; Sharp-shooter Guns all with new non-chip plastic targets \$375. Williams: Space Age \$50. NEW ORLEANS NOVELTY COMPANY, 115 MAGAZINE STREET, NEW ORLEANS, LA. (Tel. Jackson 2-5306).

FOR SALE—Hercules Gun \$250.; Safari Gun \$150.; Bally Circus 2-player \$50.; Lightning Bowler \$95.; Seeb. Q 160 sel. 50¢ chute, stepper, 33-1/3 \$925.; Gen. Fun Fair \$90.; Gen. Show Boat \$90. CLOER DISTRIBUTING CO., 1613 MAIN, JOPLIN, MISSOURI. (Tel. MAfair 3-4202).

FOR SALE—12—20' United Simplex Bowling Alleys; 2 ChiCoin Round The World Trainer; 2-United Sky Raider Guns; 1 Wells Fargo Stage Coach; 1 Bally Hot Rod; 1 Fire Chief Ride; 1 Tusko Elephant; 2 Turnstile. UNITED EAST COAST CORP., 583 TENTH AVE., NEW YORK 36, N. Y. (Tel. PENnsylvania 6-6680).

FOR SALE—Weekly Specials—CC Bulls Eye Baseball \$175.; Bally Jamboree (new) \$395.; Bally Lanes 14' \$95.; Bally Little Champion (new) write; CC Bowling Leagues 14' \$95.; CC Classic 16' \$250.; Beach Queen (new) \$295.; Beauty Contest \$145.; Bally Speed Bowler \$275.; CC Batter Up \$195.; Bally Big Inning \$175.; Little Buckaroo \$250.; Double Shot \$125.; Gunsmoke \$150.; Touchdown \$250.; Rock-Ola 1465 (new) write; Rock-Ola 1475 \$645.; Rock-Ola 1465 (used) \$445.; Rock-Ola 1438 \$175.; Bally Ball Park \$395.; Bally Roller Derby \$675.; Rowe 7-col. Candy \$135.; Keeney Popcorn Vendor \$245. LAKE CITY AMUSEMENT CO., 4533 PAYNE AVE., CLEVELAND 3, OHIO. (Tel. HEnderson 1-4100).

MISCELLANEOUS

MISCELLANEOUS—NOTICE—Ace and Duo Locks. Prompt shipment, protect your cash boxes. Buy locks with registered key number. No one within five hundred miles of you can obtain your registered key. Immediate delivery. BLOCK MARBLE CO., 1425 NO. BROAD, PHILADELPHIA, PA.

NOTICE—Buy your parts and supplies from the nation's oldest and original parts and supply house. Save real money. One transportation charge. Largest stocks, lowest prices. Useful gifts with orders of \$25 or more. Catalog free. BLOCK MARBLE CO., 1425 NO. BROAD ST., PHILADELPHIA 22, PA.

MISCELLANEOUS—Restyled cabinet exchange on Model 100 B & C. Also restyle kits for Model 100 B-C-G-W & R. SUN REFINISHING COMPANY, 201 E. DAGGETT, FT. WORTH, TEXAS. (ED 2-4935).

Manufacturers New Equipment

Products listed here are currently in production. Prices are manufacturers' list prices, F.O.B. factory. Where no prices are listed, the manufacturers have no authorized price publication.

AMI, INC.

Continental 2-200 STEREO ROUND* with Automix, 200 Sel. Stereo Phono. Continental 2-200 Monaural (no Automix) 200 Sel. Monaural Phono. Continental 2-100 STEREO ROUND* with Automix, 200 Sel. Stereo Phono. Continental 2-100 Monaural (no Automix), 100 Sel. Monaural Phono. (*STEREO ROUND plays 33-1/3-45 rpm records intermixed) HAC-200—Hideaway, 200 Sel. Monaural or Stereo WQ-120 120 Sel. W. B. WQ-200 200 Sel. W. B. KQ-200-1 200 Sel. W. B., Dual Price Play WQ-200-3 200 Sel. W. B., Dual price Play, 4-Coin Rejector Bar Grip W. B. Mounting Bracket EX-600 Cylindrical Wall Spkr. L-2130 Ceiling Spkr., Choice of Grille Types Listed L-2135 Random Pattern Grille L-2136 Uniform Pattern Grille L-2137 Circular Flush-Mount Grille Remote Vol. & Cancel Cont., St. or Mo.

AUTO-PHOTO CO.

Model 12 Studio \$3,245.00

BALLY MFG. CO.

Bally Bowler Bikini (Bingo) \$1,142.00 Marksman (Pistol-Target) ... \$ 685.00 Barrel-O-Fun '61 (Replay) ... 855.00 Fun Spot '61 (non-replay) ... 855.00 Pony Twins (Kiddie Ride) .. 705.00 Toonerville Trolley 865.00 The Champion (all metal cab) 865.00

CHICAGO COIN MACHINE

Triple Gold Pin Shuffle Pro Basketball Pro Hockey Wild West Princess Bowler Pro Bowler (Shuffle) Commando Machine Gun

EXHIBIT SUPPLY CO.

Card Vendor

FISCHER SALES & MFG. CO.

Imperial VII Imperial VI B-7 B-6 Fiesta Pool (Bumper)

J. F. FRANTZ MFG. CO.

New Frontier (Counter Pistol) Dodge City (Counter Pistol) . Kicker & Catcher ABT Challenge Pistol ABT Guesse Scale ABT Rifle Sport Aristo Scale

GAMES, INC.

Twin Trail Blazer

D. GOTTLIEB & CO.

Big Casino, 1-Player

IRVING KAYE CO., INC.

Deluxe Eldorado 6 Pkt. Series Mark I, 77x45; Mark II, 82x46; Mark III, 93x52; Mark IV, 106x58. Satellite, 77x45. Deluxe Klub Pool, 56x40

J. H. KEENEY & CO., INC.

Flash Back Old Plantation Black Dragon Sweet Shawnee Deluxe Red Arrow Twin Red Arrow Red Arrow Popcorn Vendor

REDD DISTRIBUTING CO., INC.

Hollywood Candid Camera ... \$195.00 Skill Cards \$135.00

ROCK-OLA MFG. CORP.

1488 120 Sel. Model 1493 100-sel. Princess stereo-mon. phono. 1495 200 Sel. 100 Wall Phono—100 Sel. 1622 Stereo Twin Speakers ... 1623 StereoTwins jr. spkrs. 1623 Hi Fidelity Extension Speakers 33 1/3-45 rpm Mech-O-Matic intermix play Dual-speed turntable 1950 Remote Vol. Cont. with Cancel Button 50¢ 1972 Reverba-sound kit 1554 100-sel. wall box

Coin Chute Available for All Models

Dual Credit Unit Available for 200 Sel. Model 1485

1555 Dual W.B. for 120 or 200 Sel. 1745 Receiver unit

THE SEEBURG CORP.

AY160S—Stereo 160 selection phonograph. Half dollar, remote control optional.

AY100S—Stereo 100 selection phonograph. Half dollar, remote control optional.

Y100M—Monaural 100 selection phonograph. Half dollar, remote control optional.

3W100—Wall-O-Matic 100 Single pricing

S3W160—Wall-O-Matic 160 Single pricing

TW1—Twin stereo wall speakers TC1—Twin stereo corner speakers

TR1—Twin stereo recessed speakers. EBTC1-12—Twin stereo extended base—12" corner speakers.

PRVC-2—Powered remote volume control

CC-2—Coin counters

PS61Z—Power supply

BMS-1—Background music unit plays 1000 selections

BMC—Background music compact unit plays 1000 selections

BMCA—Background music companion audio

E2—Cigarette vendor—Beige or aqua

E2XM—Cigarette vendor—beige or aqua—less match dispenser.

4SCD—Cold drink vendor—with crushed ice.

SFB-1000—Fresh brew coffee vendor

SFB-500—Fresh brew coffee vendor

SM-500—Soluble coffee vendor.

SOUTHLAND ENGINEERING INC.

Western Trails

UNITED MFG. CO.

Classic Bowling Alley

UNITED MUSIC CORP.

UPC-100 Monaural

UPC-100S Stereo

UPBWB-1, Sel. 3 Wire W. B.

VALLEY SALES CO.

Model 9000 6 Pkt. Pool Table

50"x90"

Bumper Pool Table

(2 Models Available)

6 Pocket Pool Table

(5 Models Available)

WILLIAMS MFG. CO.

Standard 75 Pool Table

DeLuxe 75 Pool Table

DeLuxe 90 Pool Table

Ten Spot

Hollywood

Batting Champ

THE WURLITZER COMPANY

2500-S, Stereo, 200 Sel. Phono.

2500, Mono., 200 Sel. Phono.

2504-S, Stereo, 104 Sel. Phono.

2504, Mono., 104 Sel. Phono.

2510-S, Stereo, 100 Sel. Phono.

2510, Mono., 100 Sel. Phono.

Steppers available all models

Dual pricing on 200 and 100 selections

Wall Boxes

5252W.B., 200 Sel. with Dual Pricing & Half Dollar Play

5250 W.B., 200 Sel. 10-25-50¢

5207 W.B., 104 Sel. 10-25¢

5202 W.B., 100 Sel. with Dual Pricing & Half Dollar Play

5200 W.B., 100 Sel. 10-25-50¢

Speakers

5119 High Fidelity Ceiling Spkr.—12" Cone

5122 Stereo Convertible Console Spkr.

5123 Stereo Wall Spkr.—12" Coaxial

5124 Stereo Corner Spkr.—8" Extended Range

5125 Stereo Extender Spkr. (Packed in Pairs)

5126 Stereo Directional Spkr. (Packed in Pairs)

Hideaway Phonographs

2517-S, Stereo, 200 Sel.

2514-S, Stereo, 104 Sel.

2511-S, Stereo, 100 Sel.

Steppers

2517, Mono., 200 Sel.

2514, Mono., 104 Sel.

2511, Mono., 100 Sel.

261 Stepper, 200 Sel.

257 Stepper, 104 Sel.

295 Stepper, 100 Sel.

THIS WEEK'S USED MACHINE QUOTATIONS

NOTE: HIGH and LOW price quotes appearing in Cash Box Price Lists are WHOLESALER SELLING PRICES received each week from various sections of the United States and DO NOT necessarily reflect trade-in values on equipment.

Prices tend to vary in different cities due to the status of a particular market, condition of equipment offered, and the general nature of a specific sale.

METHOD: “The Cash Box Price Lists” should be read as follows: First price listed is lowest price quoted for the week; Second price listed is highest price quoted.

CODE (Numeral Preceding Machine)

1. Prices UP
2. Prices DOWN
3. Prices UP and DOWN
4. No change from Last Week
5. No quotations Last 2 to 4 Weeks
6. No quotations 4 Weeks or Longer
7. Machines Just Added
* Great Activity



AMI

4. D-40, '51, 40 Sel.	65.00	95.00
4. D-80, '51, 80 Sel.	110.00	135.00
4. E-40, '53, 40 Sel.	75.00	100.00
4. E-80, '53, 80 Sel.	145.00	175.00
4. E-120, '53, 120 Sel.	145.00	175.00
6. F-80, '54, 80 Sel.	200.00	225.00
4. F-120, '54, 120 Sel.	245.00	295.00
4. G-80, '55, 120 Sel.	295.00	350.00
4. G-120, '55, 120 Sel.	275.00	325.00
4* H-200, '56, 200 Sel.	250.00	295.00
4. H-120, '57, 120 Sel.	445.00	525.00
4* H-200, '57, 200 Sel.	400.00	450.00
4. I-100M, '58, 100 Sel. ..	375.00	425.00
4. I-200M, '58, 200 Sel. ...	400.00	495.00
4. I200E, '58, 200 Sel. ...	550.00	595.00
4. J200E, '59, 200 Sel.	650.00	695.00
1. J200M, '59, 200 Sel. ...	495.00	595.00
4. J-120, '59, 120 Sel.	595.00	650.00

ROCK-OLA

4. 1436, '52, Fireball, 120 Sel.	75.00	95.00
4. 1436A, '53, Fireball, 120 Sel.	95.00	125.00
4. 1438, '54, Comet, 120 Sel.	175.00	210.00
4. 1446, '54, HiFi, 120 Sel.	200.00	245.00
4* 1448, '55, HiFi, 120 Sel.	300.00	350.00
6. 1452, '55, 50 Sel.	265.00	295.00
4. 1454, '56, 120 Sel.	375.00	425.00
4. 1455, '57, 200 Sel.	375.00	425.00
4. 1458, '58, 120 Sel.	450.00	500.00
4. 1465, '58, 200 Sel.	475.00	525.00
4. 1475, '59, 200 Sel.	625.00	675.00
4. 1468, '59, 120 Sel.	595.00	650.00

SEEBURG

4. M100A, '51, 100 Sel. ..	75.00	125.00
4. M100B, '51, 100 Sel. ..	150.00	175.00

4. M100BL, '51, 100 Sel., Light Cab	185.00	215.00
4* M100C, '52, 100 Sel. ...	200.00	250.00
4. HF100G, '53, 100 Sel. ...	295.00	350.00
4. HF100R, '54, 100 Sel. ...	375.00	425.00
6. V160, '55, 160 Sel.	225.00	250.00
4. V200, '55, 200 Sel.	200.00	225.00
4. VL200, '56, 200 Sel. ...	265.00	325.00
4* KD200H, '57, 200 Sel. .	395.00	450.00
4. L100, '57, 100 Sel.	450.00	495.00
4* 201, '58, 200 Sel.	675.00	695.00
4. 161, '58, 160 Sel.	650.00	675.00
4* 222, '59, 160 Sel.	750.00	795.00
4. 220, '59, 100 Sel.	725.00	775.00

WURLITZER

6. 1250, '50, 48 Sel., 45 or 78 RPM	49.50	75.00
6. 1400, '51, 48 Sel., 45 or 78 RPM	50.00	75.00
6. 1450, '51, 48 Sel., 45 or 78 RPM	75.00	95.00
6. 1500, '52, 104 Sel., 45 & 78 Intermix	75.00	95.00
4. 1500 A, '53, 104 Sel., 45 & 78 Intermix	50.00	75.00
6. 1600, '53, 48 Sel., 45 & 78 Intermix	95.00	125.00
6. 1650, '53, 38 Sel.	135.00	155.00
6. 1650A, '54, 48 Sel.	195.00	225.00
4. 1700, '54, 104 Sel.	225.00	250.00
4. 1800, '55, 104 Sel.	275.00	325.00
4. 1900, '56, 200 Sel.	350.00	375.00
4* 2000, '56, 290 Sel.	295.00	345.00
4* 2100, '57, 200 Sel.	350.00	395.00
4. 2104, '57, 104 Sel.	425.00	450.00
4. 2150, '57, 200 Sel.	325.00	375.00
4. 2204, '58, 104 Sel.	475.00	525.00
4* 2200, '58, 200 Sel.	495.00	540.00
4. 2250, '58, 200 Sel.	475.00	525.00
4. 2300, '59, 200 Sel.	625.00	675.00
4. 2304, '59, 104 Sel.	600.00	650.00
4. 2310, '59, 100 Sel.	600.00	650.00



BALLY

4. Ballerina (6/59)	450.00	475.00
4. Barrel-O-Fun (9/60) ..	475.00	525.00
4. Beach Beauty (11/56)	50.00	60.00
4. Beach Time (9/58) ...	225.00	250.00
4. Beauty Contest (1/60)	125.00	150.00
4. Big Show (9/56)	60.00	85.00
4. Broadway (12/55)	50.00	75.00
6. Carnival (11/57)	75.00	100.00
4. Carnival Queen (11/58)	250.00	300.00
4. Circus (8/57)	90.00	95.00
4. County Fair (10/59) ..	550.00	575.00
4. Crossroads (1/56)	50.00	75.00
4. Cypress Gardens (6/58)	175.00	215.00
6. Double Header (7/56)	50.00	65.00
4. Key West (12/56)	65.00	85.00
4. Laguna Beach (3/60) .	575.00	590.00
4. Lotta-Fun (9/59)	375.00	425.00
4. Miami Beach (9/54) ..	45.00	60.00
4. Miss America (2/58) .	110.00	135.00
4. Night Club (4/56)	50.00	60.00
4. Parade (6/56)	50.00	60.00
4. Queens Beach, Island Tropic (3/60)	325.00	350.00
4. Roller Derby (6/60) ..	675.00	725.00
4. Sea Island (2/59)	355.00	375.00
4. Show Time (3/57) ...	65.00	85.00
4. Sun Valley (7/57)	100.00	125.00
6. Target Roll (1/58) ...	150.00	175.00
4. Touchdown (11/60) ..	425.00	475.00
4. U.S.A. (8/58)	175.00	195.00

4. Miss Annabelle 1P (8/59)	200.00	225.00
4. Picnic 2P (10/58)	160.00	200.00
4. Queen of Diamonds 1P (6/59)	195.00	225.00
4. Race Time 2P (3/59) .	200.00	250.00
4. Rocket Ship 1P (5/58)	125.00	150.00
4. Roto Pool 1P (7/58) ..	125.00	150.00
4. Royal Flush (5/57) ...	65.00	100.00
4. Seven Seas 2P (1/60) .	250.00	275.00
4. Silver 1P (10/57)	115.00	150.00
4. Sittin' Pretty 1P (11/58)	150.00	180.00
4. Spot-A-Card 1P (8/60)	250.00	300.00
4. Straight Flush 1P (12/57)	100.00	150.00
4. Straight Shooter (2/59)	160.00	190.00
4. Sunshine 1P (10/58) ..	170.00	195.00
4. Spr. Circus 2P (10/57)	150.00	175.00
4. Sweet Sioux 4P (9/59)	300.00	350.00
4. Texan 4P (4/60)	375.00	425.00
4. Universe 1P (10/59) ..	200.00	225.00
4. Wagon Train 1P (4/60)	240.00	295.00
4. Whirlwind 2P (2/58) .	150.00	190.00
4. World Beauties 1P (2/60)	225.00	275.00
4. World Champ 1P (8/57)	95.00	115.00

WILLIAMS

4. Casino 1P (10/58)	95.00	125.00
4. Club House 1P (10/59)	165.00	195.00
4. Crossword 1P (4/59) ..	140.00	175.00
4. Darts 1P (6/60)	225.00	250.00
4. Fiesta 2P (12/59)	225.00	250.00
4. Four Star 1P (7/58) ..	75.00	100.00
4. Gay Paree (6/57)	75.00	95.00
4. Gldn. Bells 1P (9/59) .	150.00	195.00
4. Gldn. Gloves 1P (1/60)	175.00	195.00
4. Gusher 1P (9/58)	125.00	150.00
4. Jig Saw 1P (12/57) ...	95.00	115.00
4. Jungle 1P (9/60)	225.00	275.00
4. Kings 1P (8/57)	40.00	50.00
4. Music Man 4P (8/60) .	425.00	450.00
4. Naples 2P (9/57)	75.00	95.00
4. Nags 1P (3/60)	175.00	225.00
4. Reno 1P (10/59)	75.00	95.00
4. Rocket 1P (11/59)	150.00	175.00
4. Satellite 1P (7/58)	125.00	150.00
4. Sea Wolf 1P (7/59) ...	100.00	125.00
4. Serenade 2P (5/60) ..	275.00	295.00
4. Starfire (1/57)	50.00	75.00
4. Steeplechase 1P (11/57)	75.00	95.00
4. 10 Strike 2P (1/58) ...	75.00	100.00
4. 3-D 1P (11/58)	100.00	125.00
4. Tic-Tac-Toe 1P (1/59)	150.00	175.00
4. Top Hat (10/58)	75.00	100.00
4. Turf Champ (8/58) ...	95.00	125.00
4. Twenty-One 1P (2/60) .	225.00	250.00

GOTTlieb

4. Around The World 2P (7/59)	275.00	325.00
4. Atlas 2P (5/59)	250.00	295.00
4. Brite Star 2P (4/58) ..	140.00	195.00
4. Captain Kidd 2P (7/60)	315.00	360.00
4. Contest 4P (10/58) ...	200.00	250.00
4. Contl. Cafe 2P (7/57) .	115.00	140.00
4. Criss Cross 1P (3/58) .	125.00	150.00
4. Dneg. Dolls 1P (6/60)	250.00	295.00
4. Dbl. Action 2P (1/59) .	215.00	275.00
4. Fair Lady (12/56)	75.00	100.00
4. Falstaff 4P (11/57)	175.00	225.00
4. Flagship (1/57)	80.00	120.00
4. Flipper 1-P (11/60) ...	275.00	325.00
4. Gondolier 2P (8/58) ..	175.00	210.00
4. Hi-Diver 1P (4/59) ...	195.00	215.00
4. Kewpie Doll 1P (10/60)	275.00	325.00
4. Lightning Ball 1P (12/59)	225.00	250.00
4. Lite-A-Card 2P (3/60)	260.00	320.00
4. Mademoiselle 2P (11/59)	250.00	275.00
4. Majestic (4/57)	170.00	195.00
4. Melody Lane 2P (9/60)	315.00	360.00
4. Merry-Go-Round 2P (12/60)	375.00	425.00



SHUFFLES and BOWLERS

BALLY

Shuffles

4* ABC Bowler (7/55) ..	145.00	175.00
4. Deluxe model	165.00	185.00
4. Congress (7/55)	165.00	190.00
4. Jumbo Bowler (9/55) ..	150.00	195.00
4. King Pin Bowler (9/55)	200.00	250.00
4. ABC Super Deluxe Bowler (9/57)	225.00	300.00
4. All-Star Bowling (12/57)	75.00	95.00
4. All-Star Deluxe (2/58) ..	100.00	125.00
4. Lucky Shuffle (9/58) ..	300.00	350.00
4. Star Shuffle (10/58) ..	325.00	450.00
4. Speed Bowler (11/58) ..	245.00	295.00
4. Club Bowler (2/59) ..	375.00	425.00
4. Club Deluxe (5/59) ..	375.00	425.00
4. Monarch Bowler (11/59)	495.00	550.00
4. Official Jumbo (3/60) ..	500.00	550.00
4. Jumbo Deluxe (9/60) ..	525.00	575.00

Ball Bowlers

4. ABC Bowling Lane (1/57)	125.00	150.00
4. ABC Tournament Bowler (6/57)	195.00	250.00
4. ABC Champion Bowler (10/57)	250.00	300.00
4. Strike Bowler (11/57) ..	150.00	195.00
4. Trophy Bowler (4/58)	295.00	350.00
4. Lucky Alley (8/58) ...	325.00	395.00
4. Pan American (6/59) ..	600.00	650.00

CHICAGO COIN

Shuffles

4. Triple Strike (2/55) ..	100.00	125.00
4. Arrow (2/55)	125.00	150.00
4. Criss Cross Targette (1/55)	35.00	50.00
4. Bonus Score (4/55) ...	125.00	150.00
4. Hollywood (5/55)	125.00	150.00
4. Blinker (8/55)	175.00	200.00
4. Score-A-Live (9/55) ..	95.00	125.00
4. Bowling Team (10/55) ..	150.00	195.00
4* Rocket Shuffle (3/58) 1 Player	75.00	95.00
4. 2 Player	100.00	125.00
4. Explorer Shuffle (6/58) ..	200.00	225.00
4* Rebound Shuffle (12/58)	50.00	75.00
4. Championship (11/58) ..	175.00	225.00
4. Double Feature (12/58) ..	295.00	350.00
4* Red Pin (2/59)	395.00	425.00
4. Bowl Master (8/59) ..	450.00	495.00
4. 4-Game Shuffle (11/59) ..	450.00	495.00
4* Bull's Eye Drop Ball (12/59)	125.00	150.00

UPRIGHT AMUSEMENT GAMES

4. AB Circus (5/56)	100.00	125.00
4. AB County Fair (3/57) ..	100.00	125.00
4. AB Circus Wagon Wheel (12/58)	100.00	125.00
4. AB Galloping Dominos	95.00	125.00
4. AB Circus Play Ball (4/59)	95.00	115.00
4. AB Magic Mirror Horoscope (11/59) ..	200.00	250.00
4. AB Mermaid (3/60) ...	150.00	175.00
4. B Jumbo (5/59)	350.00	400.00
4. B Sportsman (6/59) ..	225.00	275.00
4. CC Star Rocket (5/59) ..	245.00	295.00
4. GA Skeet Shoot (1/57) ..	85.00	105.00
4. GA Super Hunter (6/57) ..	100.00	150.00
4* GA Double Shot (4/58) ..	75.00	110.00
4. GA Wild Cat (12/58) ..	195.00	250.00

Ball Bowlers

4* Bowling League (2/57) ..	100.00	150.00
6. Ski Bowl (11/57) 6 Player	50.00	75.00
4. Classic Bowling League (7/57)	250.00	300.00
4. TV Bowling League (11/57)	250.00	325.00
4. TV (with rollovers) ..	250.00	325.00
4. Lucky Strike (1/58) ..	275.00	325.00
4* Player's Choice (9/58) ..	450.00	525.00
4. Twin Bowler (10/58) ..	395.00	450.00
4. King Bowler (3/59) ..	595.00	695.00
4. Queen Bowler (9/59) ..	625.00	695.00

UNITED

Shuffles

6. Clipper (5/55)	95.00	125.00
4. DeLuxe model	125.00	150.00
6. 5th Inning (6/55) ...	65.00	75.00
4. Capitol (6/55)	150.00	175.00
4. DeLuxe model	165.00	195.00
6. Super Bonus (9/55) ..	175.00	200.00
6. DeLuxe model	195.00	225.00
4. Top Notch (10/55) ...	175.00	200.00
4* Regulation (11/55) ...	175.00	200.00
6. DeLuxe model	220.00	245.00
6. 6-Star (10/57)	250.00	275.00
4. Midget Bowling Alley (3/58)	75.00	100.00
4. Shooting Stars (4/58) ..	100.00	125.00
4* Eagle (5/58)	325.00	350.00
4. Atlas (8/58)	325.00	375.00
4. Cyclone (10/58)	350.00	375.00
4. Niagara (11/58)	300.00	350.00
6. Dual (1/59)	450.00	495.00
4. Zenith (6/59)	450.00	495.00
6. Flash (6/59)	475.00	525.00
6. 3-Way (9/59)	550.00	595.00
6. 4-Way (12/59)	575.00	625.00
4. Big Bonus (2/60)	575.00	625.00

Ball Bowlers

4* Bowling Alley (11/56) ..	125.00	150.00
4* Jumbo Bowling Alley (9/57)	325.00	375.00
4. Royal Bowler (12/57) ..	295.00	325.00
4. Pixie Bowler (8/58) ..	100.00	125.00
4. Duplex (11/58)	525.00	575.00
4. Simplex (5/59)	325.00	400.00
4. Advance (5/59)	500.00	550.00
4. League (10/59)	550.00	595.00
4. Haudicap (11/59)	600.00	675.00
4. Teammate (12/59) ...	600.00	675.00
4. Falcon (4/60)	625.00	695.00

WILLIAMS

Ball Bowlers

4. Roll-A-Ball (12/56) 6 Player	90.00	100.00
---------------------------------------	-------	--------



ARCADE EQUIPMENT

6. ABT 6 Gun Rifle Range ..	375.00	425.00
6. Air Football	112.50	195.00
6. Air Hockey	125.00	195.00
4. Auto Photo Model 9 ..	995.00	1200.00
4. B Batting Practice (8/59)	300.00	325.00
6. B Undersea Raider ...	95.00	125.00
4. B Derby Gun (2/60) ..	400.00	450.00
4. B Bulls Eye Shooting Gallery (9/55)	195.00	250.00
4* B Big Inning (5/58) ..	175.00	195.00
4. B Heavy Hitter (4/59) ..	245.00	275.00
4. B Ball Park (4/60) ...	400.00	450.00
4. B Golf Champ (8/58) ..	150.00	175.00
4. Skill Roll (Upright) (B 3/58)	65.00	85.00
4. B Moon Raider (7/59) ..	300.00	325.00
4. B Targets (10/59)	250.00	275.00
4. B Spook Gun (9/58) ...	225.00	250.00
4. B Skill Parade (1/59) ..	150.00	195.00
6. B Del. Skill Parade (4/59)	195.00	225.00
4. Capitol Midget Movies ..	100.00	125.00
4. CC Bullseye Baseball ..	175.00	195.00
4. CC Basketball Champ ..	75.00	95.00
6. CC 4-Player Derby	95.00	125.00
6. CC Goalee	95.00	110.00
6. CC Midget Skee	60.00	125.00
6. Super model	85.00	130.00
6. CC Big League (5/55) ..	100.00	150.00
4. CC Twin Hockey (5/56) ..	150.00	200.00
4. CC Shoot The Clown ...	350.00	395.00
4. CC Steam Shovel (5/56) ..	85.00	115.00
4. CC Batter Up (4/58) ...	210.00	225.00
4. CC Criss Cross Hockey (10/58)	200.00	250.00
4. CC Croquet (8/58) ...	50.00	75.00
4. CC Playland Rifle Gallery (8/59)	350.00	400.00
4. Ex Gun Patrol	75.00	100.00
4. Ex Jet Gun	95.00	125.00
4. Ex Space Gun	100.00	125.00
6. Ex Pony Express	75.00	125.00
6. Ex Six Shooter	55.00	95.00
4. Ex Shooting Gal. (6/54) ..	75.00	95.00
4. Ex Star Shtg. Gal. (9/54)	75.00	125.00
6. Ex Sportland Shooting Gallery (11/54) ...	65.00	125.00
6. Ex "500" Shooting Gallery (3/55)	110.00	125.00
4. Ex Treasure Cove Shooting Gallery (6/55) ...	210.00	245.00
4. Ex Jungle Hunt (3/57) ..	195.00	225.00
6. Ex Ringer Ball (11/56) ..	35.00	75.00
4. Ex Pop Gun Circus (9/57)	225.00	275.00
6. Ge Lucky Seven	65.00	90.00
4. Ge Sky Gunner	100.00	125.00
6. Ge Night Fighter	70.00	140.00
4. Ge 2-Player Basketball ..	125.00	175.00
4. Ge Rifle Gal. (6/54) ..	110.00	135.00
4. Ge Big Top Rifle Gallery (6/54)	175.00	195.00
6. Super model (12/55) ..	250.00	275.00
4. Ge Gun Club	425.00	450.00
4. Ge Wild West Gun (2/55)	150.00	175.00
4. Ge Sky Rocket Rifle Gallery (5/55)	75.00	125.00
4. GE Championship Baseball (9/55)	110.00	125.00
4. Ge Quarterback (10/55) ..	50.00	75.00
4. Ge Hi Fly Baseball (5/56)	75.00	95.00
4* Ge State Fair Rifle Gal. (6/56)	165.00	195.00
4. Ge Davy Crockett (10/56)	190.00	225.00
4. Ge Circus Rifle (3/57) ..	225.00	275.00
4. Ge Motorama (10/57) ..	215.00	225.00
4. Ge Gypsy Grandma (5/57)	165.00	195.00
4. Ge Space Age Gun (6/58)	150.00	195.00
6. Jungle Joe	45.00	125.00
6. Ke Air Raider	50.00	150.00
6. Ke Sub Gun	50.00	125.00
6. Ke Sportland	135.00	150.00
6. DeLuxe model	130.00	175.00
4. Ke Ranger (3/55)	195.00	210.00
6. DeLuxe model (3/55) ..	190.00	230.00
4. Ke League Leader (4/58)	75.00	95.00
6. Ke Sportland	135.00	150.00
2. Midway Bazooka (10/60)	375.00	425.00
4. Midway Shooting Gallery (2/60)	395.00	425.00
7. Midway Sharpshooter (5/61)	375.00	425.00
6. Mills Panorama Peek (11/54)	250.00	295.00
4. Mu Atomic Bomber ...	65.00	95.00
6. Mu Ace Bombers	85.00	125.00
6. Mu Dr. Mobile (Prewar)	65.00	125.00
6. Mu Fly Saucers	95.00	125.00
4. Muto Lord's Prayer ...	125.00	150.00
6. Mu Photo (Pre-War) ...	100.00	200.00
6. Mu Photo (DeLuxe) ..	195.00	295.00
6. Mu Silver Gloves	175.00	195.00
6. Mu Sky Fighter	95.00	125.00
6. Munves Squirts (11/57) ..	395.00	495.00
6. Muto Voice-O-Graph ..	165.00	225.00
6. Pre-War Model	1,025.00	1,100.00
6. Post-War Model	1,025.00	1,100.00
6. Mu K. O. Champ	150.00	245.00
6. Mu Drive Yourself ...	395.00	485.00
6. Mu Bang-O-Rama (4/57) ..	37.50	75.00
4. Philadelphia Toboggan Skee Alley	225.00	275.00
6. Scientific Pitch 'Em ...	45.00	125.00
4. Seeburg Bear Gun ...	100.00	125.00
4. Seeburg Coon Hunt ...	100.00	125.00
4. Set Shot Basketball ...	165.00	195.00
4. Telequiz	65.00	95.00
4. Un Jungle Gun	95.00	145.00
4. DeLuxe model	75.00	125.00
4. Un Carn. Gun (10/54) ..	125.00	160.00
6. DeLuxe model	85.00	125.00
4. Un Bonus Gun (1/55) ..	165.00	195.00
6. DeLuxe model	145.00	175.00
4. Un Star Slugger (7/55) ..	100.00	125.00
4. Un Super Slugger (4/56)	100.00	125.00
4. Un Pirate Gun (10/56) ..	200.00	245.00
4. Un Yankee Baseball (3/59)	295.00	325.00
4. Un Sky Raider (10/58) ..	225.00	250.00
4. Wm. DeLuxe Baseball (4/53)	75.00	95.00
4. Wm. Major Leaguer, 6-Player	95.00	115.00
6. Wm Big League Baseball (2/54)	100.00	150.00
6. Wm. Jet Fighter (10/54)	95.00	145.00
4. Wm. Safari (2/54) ...	175.00	210.00
6. DeLuxe model	180.00	265.00
6. Wm Polar Hunt (3/55) ..	150.00	175.00
4. Wm. Sidewalk Engineer (4/55)	85.00	105.00
4. Wm. King of Swat (5/55)	90.00	125.00
4. Wm. Four Bagger (4/56) ..	125.00	150.00
6. DeLuxe Model	195.00	220.00
4. Wm Crane (10/56) ...	60.00	115.00
4. Wm Peppy The Clown (12/56)	125.00	150.00
4. Wm 1957 Baseball ...	175.00	245.00
4. Wm Ten Strike (12/57) ..	120.00	150.00
4. Wm Ten Pins (12/57) ..	115.00	150.00
4. Wm Shortstop (4/58) ..	195.00	235.00
4. Wm. Pinchhitter (4/59) ..	295.00	325.00
4. Wm. Vanguard (10/58) ..	265.00	295.00
4. Wm. Hercules (2/59) ...	295.00	350.00
4. Wm. Crusader (6/59) ...	295.00	350.00
4. Wm. Titan (8/59)	375.00	395.00
4. Official Baseball (4/60) ..	395.00	450.00

KIDDIE RIDES

4. Bally Champion Horse ..	375.00	425.00
6. Bally Moon Ride	125.00	200.00
1. Bally Space Ship	175.00	195.00
6. Bally Speed Boat	165.00	295.00
4. Bally Toonerville Trolley	400.00	495.00
4. Bert Lane Lancer Horse ..	225.00	295.00
4. Bert Lane Merry-Go-Round	175.00	215.00
6. B.L. Miss America Boat ..	225.00	295.00
6. Bert Lane Fire Engine ...	250.00	350.00
6. Capitol Donald Duck ...	250.00	325.00
4. Capitol Elsie	150.00	200.00
4. Capitol Palomino Horse ..	195.00	275.00
6. Capitol See Saw	125.00	295.00
6. Chicago Coin Super Jet ..	125.00	275.00
4. Chicago Round The World Trauer	250.00	295.00
4. Deco Merry-Go-Round ...	195.00	225.00
4. Deco Space Ranger ...	225.00	295.00
4. Exhibit Big Broncho ...	275.00	295.00
6. Exhibit Mustang	295.00	350.00
4. Exhibit Sea Skates ...	125.00	225.00
4. Exhibit Space Patrol ...	125.00	195.00
4. Exhibit Rudolph The Reindeer	250.00	300.00
6. Scientific Television ...	175.00	250.00
6. Scientific Boat Ride ...	100.00	125.00
4. Texas Merry-Go-Round ...	200.00	245.00



Stimulating as a flamenco dance!

BIGGEST STEREO NEWS IN YEARS

NEW CONTINENTAL 2 STEREO ROUND

If you think you've heard the best in recorded sound, get set for a new sensation! Stereo Round is the AMI name for an exclusive stereo system that needs no remote speakers—is self-contained in a single, compact cabinet. Here's exciting new stereo realism that wins the hearts of music lovers . . . plus the flexibility of Automix to play $33\frac{1}{3}$ RPM as well as 45 RPM records interchangeably. Housed in a cabinet of striking beauty, the Continental 2 offers you the additional time-saving advantage of simplified programming. All equipment is standard—no “extras” to buy. Find out why it can make more money for you. Ask about the Big Challenge plan.

See your AMI distributor now, or write the AMI sales office, 5075 W. Lexington St., Chicago 44, Ill.



Earnings jumped 25% and held at that level 42% OF IT IN FIFTY CENT COINS



Howard Riley of the R & M Music Company, Tulsa, Oklahoma Wurlitzer operators, congratulates Mr. & Mrs. Bill Curlee of the Montmartre Club at 1502 East 51st St., Tulsa, on the increased earnings they are enjoying, thanks to the Ten Top Tunes Play Stimulator.

Another testimonial
to the earning power
of the Wurlitzer

TEN TOP TUNES PLAY STIMULATOR

Further proof that the Ten Top Tunes Play Stimulator is just that, coming from this Tulsa, Oklahoma location. And over 40% of the take was in half dollars.

Try this exclusive Wurlitzer feature and enjoy the increased profit. Already proven all over America a MUSICAL BARGAIN that location goes love.

Any smart operator can spot the tremendous earning power potential of this fantastic feature.

*See your Wurlitzer Distributor
for details*

LOOK TO **WURLITZER** FOR LEADERSHIP

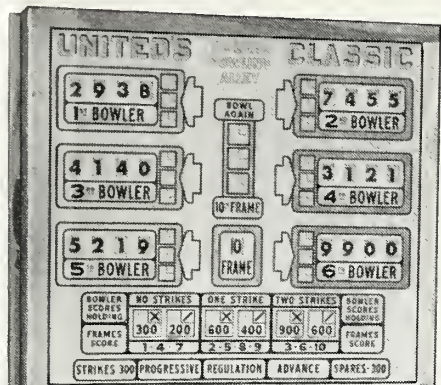
THE WURLITZER COMPANY • Est. 1856 • NORTH TONAWANDA, NEW YORK

UNITED'S

CLASSIC

DE LUXE

BOWLING ALLEY



New Play Speed-Up

NO WAIT BETWEEN 1st and 2nd BALL IN SAME FRAME

New Streamlined Cabinet

WITH LOWER ALLEY FOR MORE REALISTIC BOWLING

New Pin Indicator Glass in Hood

PLAYERS PRESS
BUTTON FOR CHOICE OF

5

WAYS TO PLAY

NEW
Super Quiet
Rubber Lined
BALL RETURN

1 to 6
Can Play

4

SIZES

13 FT. LONG

16 FT. LONG

Expandable with
4-ft. Sections to

17 FT. LONG

20 FT. LONG

**ALL
STRIKES**

DIME COIN MECHANISM
2 for 25c COIN MECHANISM
OPTIONAL AT EXTRA COST

**ALL
SPARES**

**PROGRESSIVE
SCORING**

**REGULATION
SCORING**

**ADVANCE
SCORING**

13 Ft. Shipping Weight (Crated) 640 lbs.
16 Ft. Shipping Weight (Crated) 670 lbs.

ORDER FROM YOUR UNITED DISTRIBUTOR TODAY!

UNITED MANUFACTURING COMPANY • 3401 NORTH CALIFORNIA AVE., CHICAGO 18, ILLINOIS • CABLE ADDRESS: UMCO



Bally BIKINI

NEW ADVANCING
FUTURITY GAMES

Another great
OK
feature game!

NEW TUFF-KOTE
PLAYFIELD FINISH

PICK-A-PLAY

buttons permit players to concentrate coin-flash in their favorite area—Blue Button for Advancing Scores—Green Button for Scoring Advantages—Red Button for combination Scores and Advantages.

MARKSMAN



25 IN. BY 66 IN. 58 IN. HIGH
TIME ADJUSTABLE 40-50

MORE
moving targets

MORE
play appeal

MORE
earning power

NEW
NON-CHIP
PLASTIC
TARGETS

FAST PLAY
AND EXCITING ACTION
INSURE TOP EARNINGS
LONG LIFE ON LOCATION

Time adjustable to 40 or 50

100% SKILL
WINS WELCOME
IN EVERY TYPE LOCATION
FROM TAVERN TO KIDDIE-LAND

BARREL-61-FUN



All the money-making
features of original
BARREL-O'-FUN...now
built into new,
brilliantly styled
eye-catching cabinet

Available in replay
or non-replay
(FUN-SPOT '61) models

New
Easy Service
Features

"AUTO-MISSION"
COIN-DIVIDER
STANDARD EQUIPMENT

NEW
TUFF-KOTE
PLAYFIELD
FINISH